AG376-1

MASTER CRAFTSMEN
METAL TREATING INSTITUTE

news release

INTERNATIONAL TRADE ASSOCIATION OF COMMERCIAL HEAT TREATERS
302 3rd. Street, Suite 1, Neptune Beach, FL 32233

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FOR RELEASE: IMMEDIATELY

METAL TREATING INDUSTRY POSTS 4.1% INCREASE IN SALES FOR OCTOBER

The October 1990 total was $53.2 million, compared to sales of $51.1 million in October 1989.

For the year-to-date, 1990 billings reached $499.0 million, up 0.6% from the same period in 1989 when billings amounted to $496.0 million.

Eight of nine MTI districts outpaced their October 1989 sales and four districts are above all of 1989.

A summary of percentage change by geographic regions follows:

	District	Oct 90 vs. Oct 89	Total 1990 vs. 1989
1	New England (MA-RI-CT)	2.0	- 5.5
2	Middle Atlantic (NY-NJ-E.PA-MD)	4.6	- 1.1
3	South Central (W.PA-OH-IN-KY)	2.1	4.0
4	Michigan	5.5	- 2.5
5	Southeast (VA-NC-SC-GA-AL-TN-FL)	- 0.4	- 6.5
6	North Central (IL-WI-MN-MO-IA)	3.2	0.3
7	Pacific Coast (CA-AZ-ORE-WASH)	4.5	5.4
8	Southwest (TX-OK-AR-CO-LA-UT)	15.0	16.2
9	Canada	4.8	- 7.2

METAL TREATING INSTITUTE
302 THIRD STREET, SUITE 1
NEPTUNE BEACH, FLORIDA 32233
ANALYSIS OF NATIONAL BILLINGS

OCTOBER, 1990

BILLINGS FOR MONTH

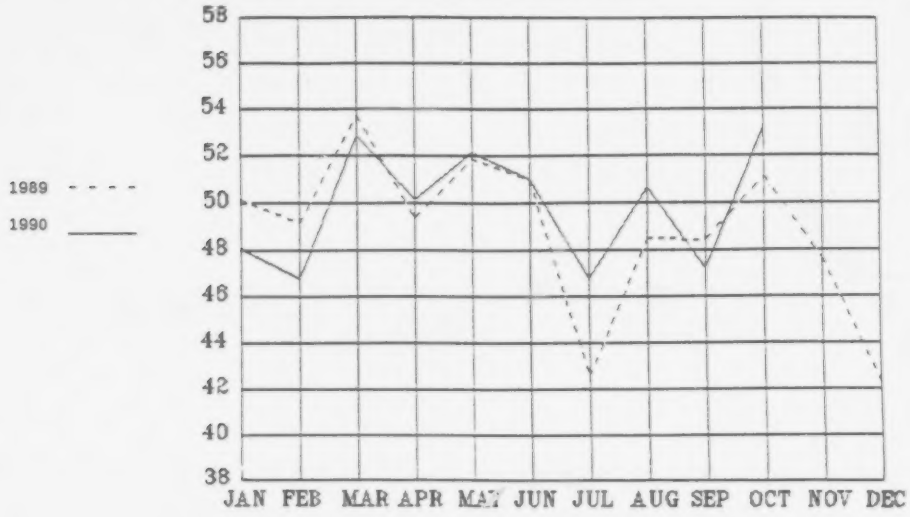
	Participating Members	Billings For Month -In Thousands-			Monthly % Of Billings	
		1989	1990	%	1989	1990
Total	220	51128.6	53244.5	4.1	100.0	100.0
Dist. 1	16	3192.7	3257.5	2.0	6.2	6.1
Dist. 2	28	4885.3	5110.4	4.6	9.6	9.6
Dist. 3	42	9916.5	10122.9	2.1	19.4	19.0
Dist. 4	26	6815.2	7187.9	5.5	13.3	13.5
Dist. 5	17	2820.2	2808.0	- 0.4	5.5	5.3
Dist. 6	33	9632.0	9937.8	3.2	18.8	18.7
Dist. 7	26	6553.2	6846.0	4.5	12.8	12.9
Dist. 8	17	3020.4	3473.4	15.0	5.9	6.5
Dist. 9	15	4292.9	4500.5	4.8	8.4	8.5
Foreign	0					

BILLINGS TO DATE

	Billings To Date -In Thousands-			To Date % Of Billings	
	1989	1990	%	1989	1990
Total	495890.7	498926.7	0.6	100.0	100.0
Dist. 1	31706.5	29949.4	- 5.5	6.4	6.0
Dist. 2	48172.8	47661.3	- 1.1	9.7	9.6
Dist. 3	91783.7	95497.5	4.0	18.5	19.1
Dist. 4	68380.9	66674.2	- 2.5	13.8	13.4
Dist. 5	28253.8	26417.4	- 6.5	5.7	5.3
Dist. 6	91883.1	92142.0	0.3	18.5	18.5
Dist. 7	64207.7	67706.0	5.4	12.9	13.6
Dist. 8	27829.6	32336.6	16.2	5.6	6.5
Dist. 9	43672.6	40542.7	- 7.2	8.8	8.1

MILLIONS

NATIONAL BILLINGS



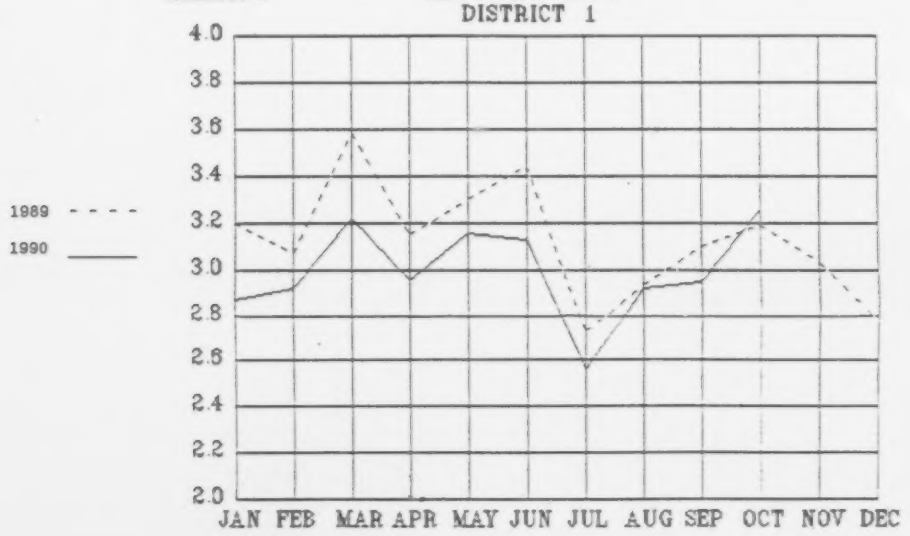
1989 - - - -

1990 ———

		JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC
Gain or Loss	Monthly	-4.1	-4.7	-1.5	1.5	0.5	-0.1	9.8	4.5	-2.5	4.1		
% Change	Cumulative	-4.1	-4.4	-3.4	-2.2	-1.6	-1.4	0.0	0.5	0.2	0.6		

MILLIONS

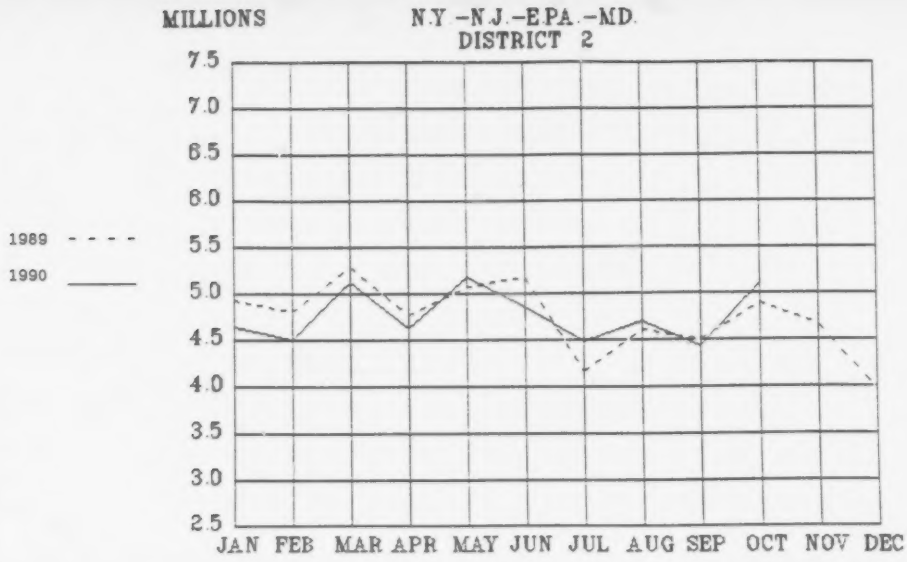
MASS.-R.I.-CONN. DISTRICT 1



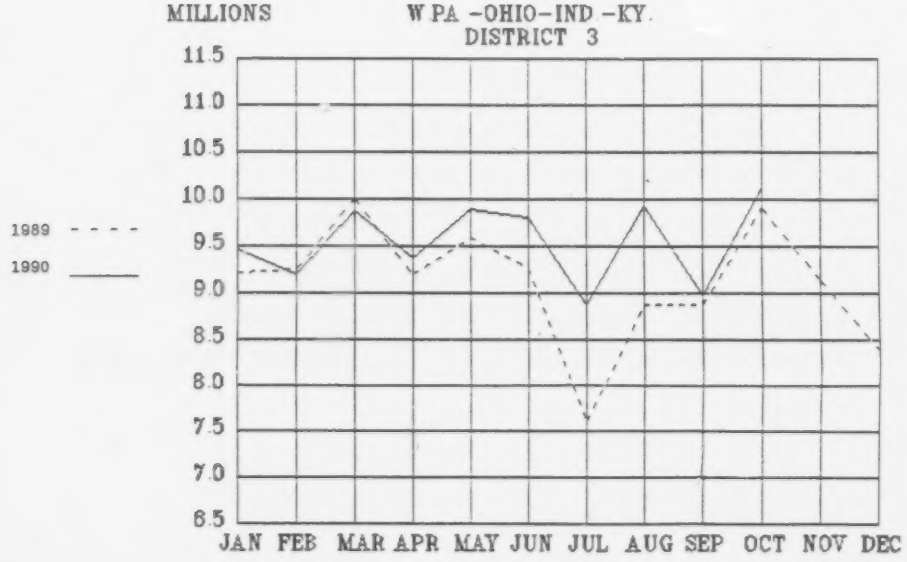
1989 - - - -

1990 ———

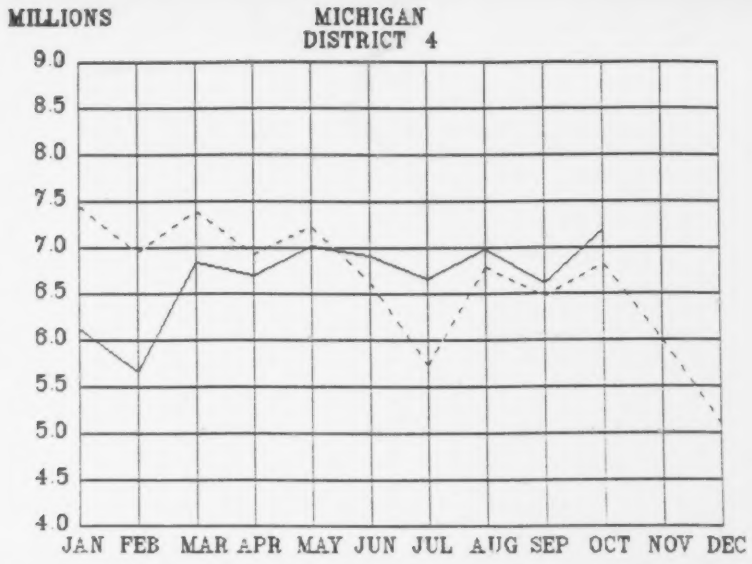
		JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC
Gain or Loss	Monthly	-10.5	-4.9	-10.2	-6.0	-4.2	-9.1	-6.2	-0.5	-4.7	2.0		
% Change	Cumulative	-10.5	-7.8	-8.6	-8.0	-7.2	-7.5	-7.4	-6.6	-6.4	-5.5		



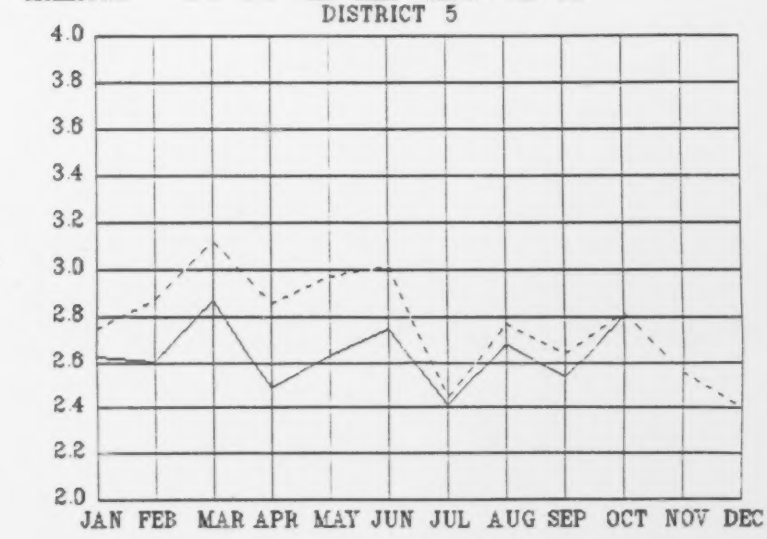
		JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC
Gain or Loss	Monthly	-5.8	-6.4	-2.9	-2.9	2.1	-6.0	7.5	2.2	-1.3	4.6		
% Change	Cumulative	-5.8	-6.1	-5.0	-4.5	-3.1	-3.6	-2.3	-1.7	-1.7	-1.1		



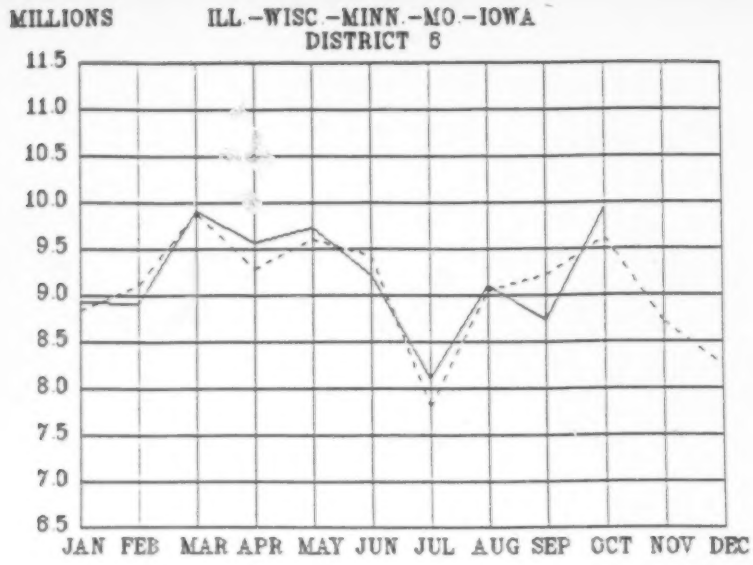
		JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC
Gain or Loss	Monthly	2.7	0.7	-1.2	2.0	3.0	5.7	16.8	11.9	1.3	2.1		
% Change	Cumulative	2.7	1.0	0.2	0.6	1.1	1.9	3.6	4.6	4.3	4.0		



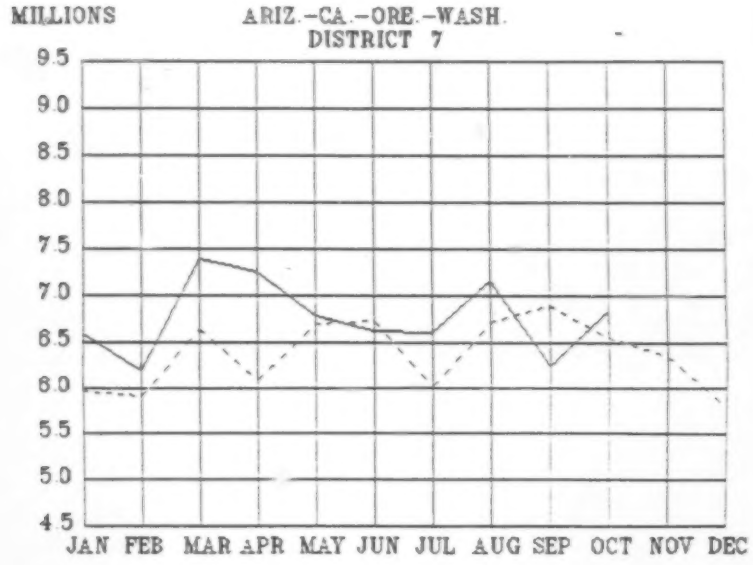
		JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC
Gain or Loss	Monthly	-17.9	-18.5	-7.7	-3.6	- 2.9	4.3	16.1	3.0	2.2	5.5		
% Change	Cumulative	-17.9	-18.2	-14.6	-11.9	-10.1	-7.9	-5.0	-4.0	-3.4	-2.5		



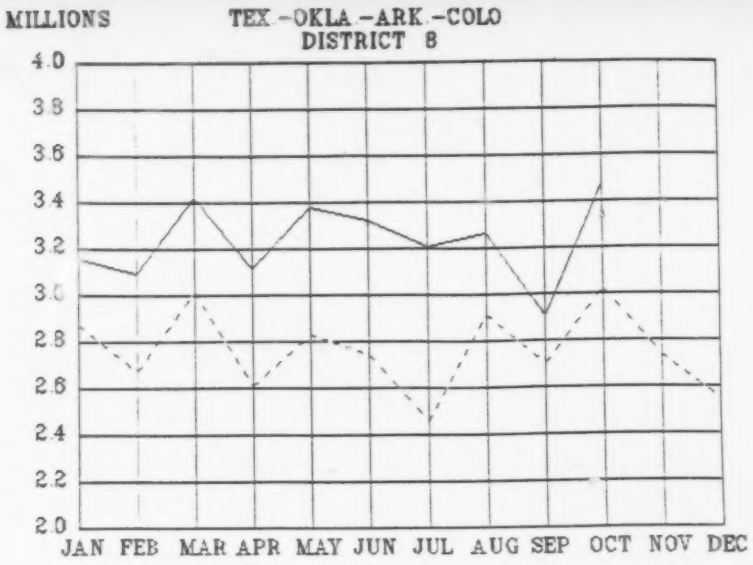
		JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC
Gain or Loss	Monthly	-4.3	-9.2	-8.1	-13.0	-11.4	-8.8	-1.3	-2.9	-3.9	-0.4		
% Change	Cumulative	-4.3	-6.8	-7.3	- 8.7	- 9.2	-9.2	-8.2	-7.5	-7.2	-6.5		



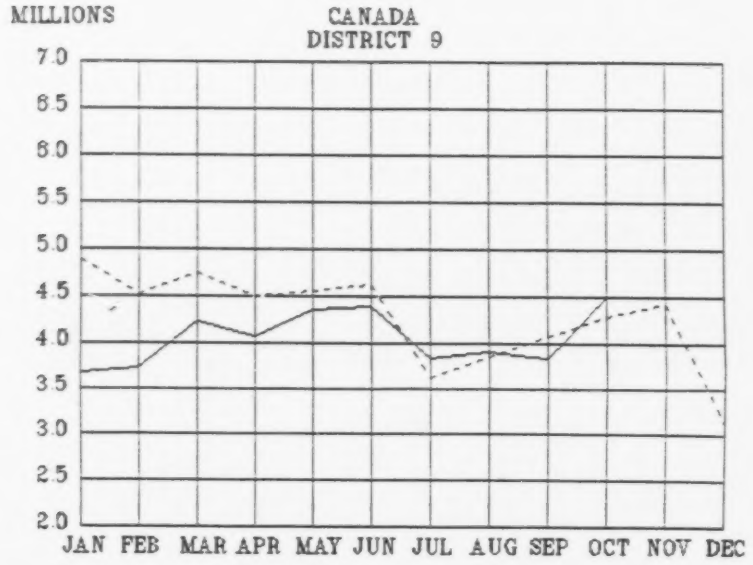
		JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC
Gain or Loss	Monthly	0.9	-2.2	0.1	3.0	1.2	-2.1	3.9	0.6	-5.3	3.2		
% Change	Cumulative	0.9	-0.7	-0.4	0.5	0.6	0.2	0.6	0.6	-0.1	0.3		



		JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC
Gain or Loss	Monthly	10.4	4.9	11.3	19.1	1.3	-1.7	10.1	6.6	-9.3	4.5		
% Change	Cumulative	10.4	7.7	9.0	11.5	9.3	7.3	7.7	7.6	5.6	5.4		



		JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC
Gain or Loss	Monthly	10.0	15.9	13.5	19.5	19.2	21.1	30.4	11.9	7.7	15.0		
% Change	Cumulative	10.0	12.8	13.1	14.6	15.5	16.4	18.2	17.4	16.3	16.2		



		JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC
Gain or Loss	Monthly	-24.7	-17.3	-11.0	- 9.5	- 4.6	- 4.9	6.0	1.3	-5.7	4.8		
% Change	Cumulative	-24.7	-21.1	-17.7	-15.7	-13.6	-12.1	-10.0	-8.8	-8.5	-7.2		

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SALES FOR COMMERCIAL HEAT TREATERS DOWN 1.0% FROM NOVEMBER 1989

The Metal Treating Industry posted $47.1 million in sales for November 1990. By comparison, sales in November 1989 reached $47.6 million.

For the year-to-date, 1990 billings amount to $545.6 million, an increase of 0.5% over 1989's year-to-date total of $542.7 million.

Only two MTI districts topped November 1989 sales and four districts outperformed all of 1989.

A summary of percentage change by geographic regions follows:

	District	Nov 90 vs. Nov 89	Total 1990 vs. 1989
1	New England (MA-RI-CT)	- 1.9	- 5.2
2	Middle Atlantic (NY-NJ-E.PA-MD)	- 0.2	- 1.0
3	South Central (W.PA-OH-IN-KY)	- 1.9	3.6
4	Michigan	- 1.3	- 2.4
5	Southeast (VA-NC-SC-GA-AL-TN-FL)	- 4.0	- 6.2
6	North Central (IL-WI-MN-MO-IA)	- 2.0	0.1
7	Pacific Coast (CA-AZ-ORE-WASH)	2.1	5.3
8	Southwest (TX-OK-AR-CO-LA-UT)	7.4	15.4
9	Canada	- 4.5	- 6.9

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ANALYSIS OF NATIONAL BILLINGS

NOVEMBER, 1990

BILLINGS FOR MONTH

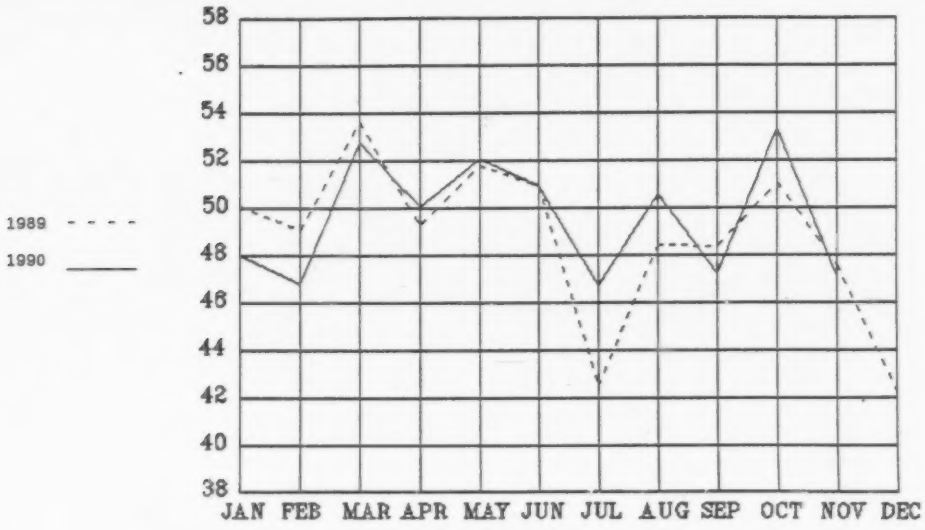
	Participating Members	Billings For Month -In Thousands-			Monthly % Of Billings	
		1989	1990	%	1989	1990
Total	219	47567.1	47101.3	- 1.0	100.0	100.0
Dist. 1	16	3033.6	2976.6	- 1.9	6.4	6.3
Dist. 2	28	4663.6	4653.1	- 0.2	9.8	9.9
Dist. 3	42	9151.1	8973.9	- 1.9	19.2	19.1
Dist. 4	26	6007.0	5929.3	- 1.3	12.6	12.6
Dist. 5	17	2557.6	2456.0	- 4.0	5.4	5.2
Dist. 6	33	8706.1	8530.5	- 2.0	18.3	18.1
Dist. 7	25	6290.3	6421.8	2.1	13.2	13.6
Dist. 8	17	2738.0	2940.9	7.4	5.8	6.2
Dist. 9	15	4420.1	4219.1	- 4.5	9.3	9.0
Foreign	0					

BILLINGS TO DATE

	Billings To Date -In Thousands-			To Date % Of Billings	
	1989	1990	%	1989	1990
Total	542746.4	545568.1	0.5	100.0	100.0
Dist. 1	34740.1	32926.0	- 5.2	6.4	6.0
Dist. 2	52836.3	52314.4	- 1.0	9.7	9.6
Dist. 3	100934.8	104599.4	3.6	18.6	19.2
Dist. 4	74387.9	72603.5	- 2.4	13.7	13.3
Dist. 5	30811.4	28890.9	- 6.2	5.7	5.3
Dist. 6	100589.1	100672.5	0.1	18.5	18.5
Dist. 7	69786.9	73516.5	5.3	12.9	13.5
Dist. 8	30567.5	35283.6	15.4	5.6	6.5
Dist. 9	48092.7	44761.8	- 6.9	8.9	8.2

MILLIONS

NATIONAL BILLINGS



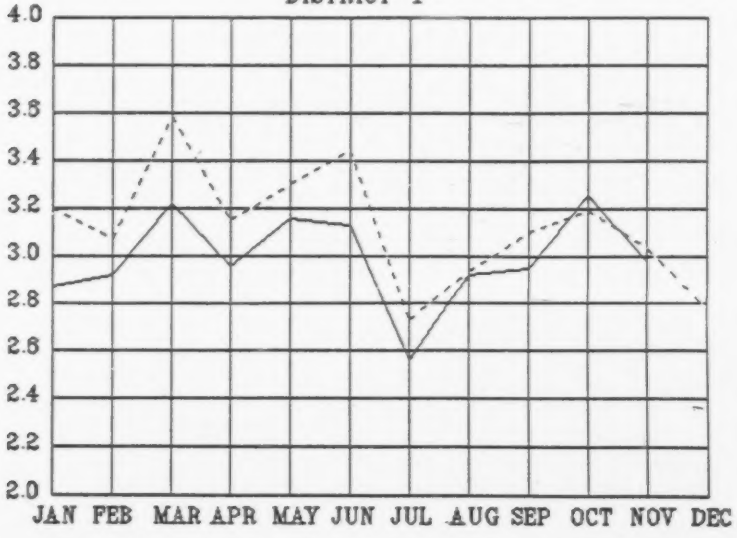
1989 - - - -

1990 ———

		JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC
Gain or Loss	Monthly	-4.1	-4.7	-1.5	1.6	0.5	0.0	9.8	4.5	-2.4	4.5	-1.0	
% Change	Cumulative	-4.1	-4.4	-3.4	-2.2	-1.6	-1.4	0.0	0.5	0.2	0.7	0.5	

MILLIONS

MASS.-R.I.-CONN.
DISTRICT 1



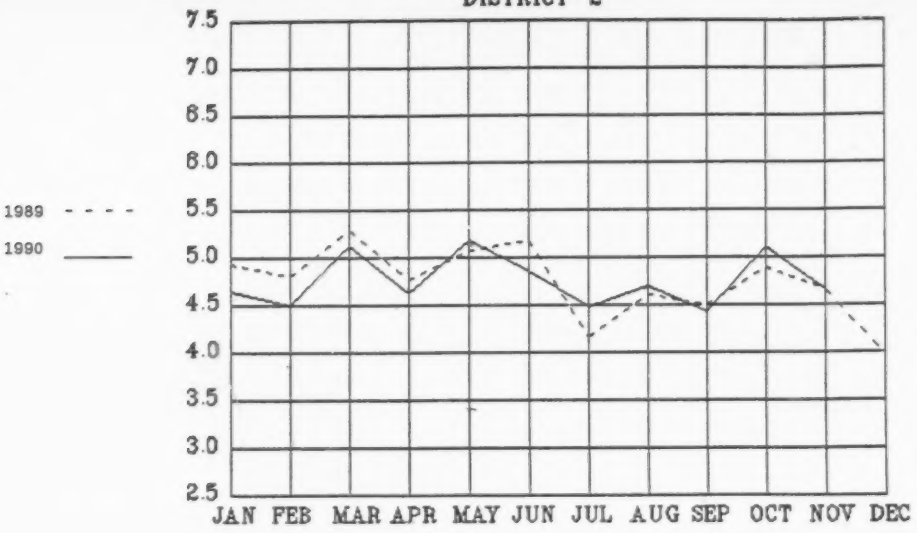
1989 - ——

1990 ———

		JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC
Gain or Loss	Monthly	-10.5	-4.9	-10.2	-6.0	-4.2	-9.1	-6.2	-0.5	-4.7	2.0	-1.9	
% Change	Cumulative	-10.5	-7.8	-8.6	-8.0	-7.2	-7.5	-7.4	-6.6	-6.4	-5.5	-5.2	

MILLIONS

N.Y.-N.J.-E.PA.-MD. DISTRICT 2



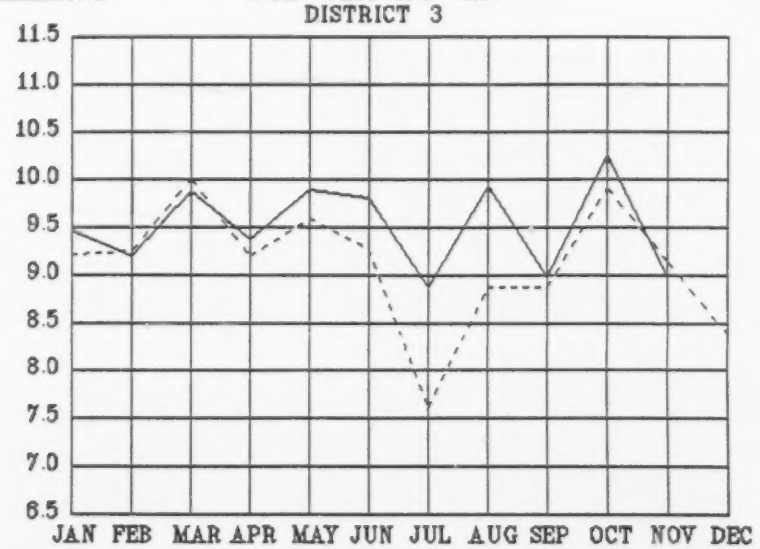
1989 - - - -

1990 ———

		JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC
Gain or Loss	Monthly	-5.8	-6.4	-2.9	-2.9	2.1	-6.0	7.5	2.2	-1.3	4.6	-0.2	
% Change	Cumulative	-5.8	-6.1	-5.0	-4.5	-3.1	-3.6	-2.3	-1.7	-1.7	-1.1	-1.0	

MILLIONS

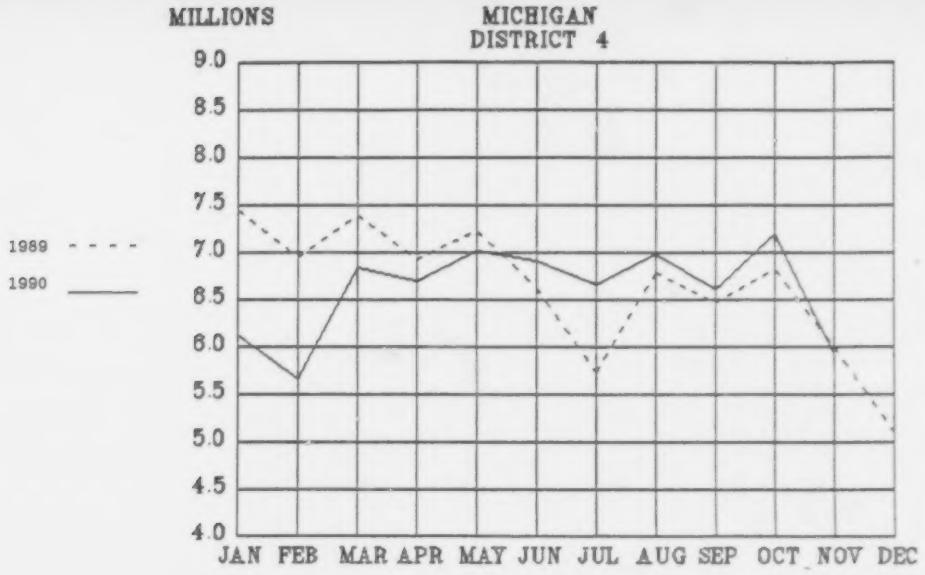
W.PA.-OHIO-IND.-KY. DISTRICT 3



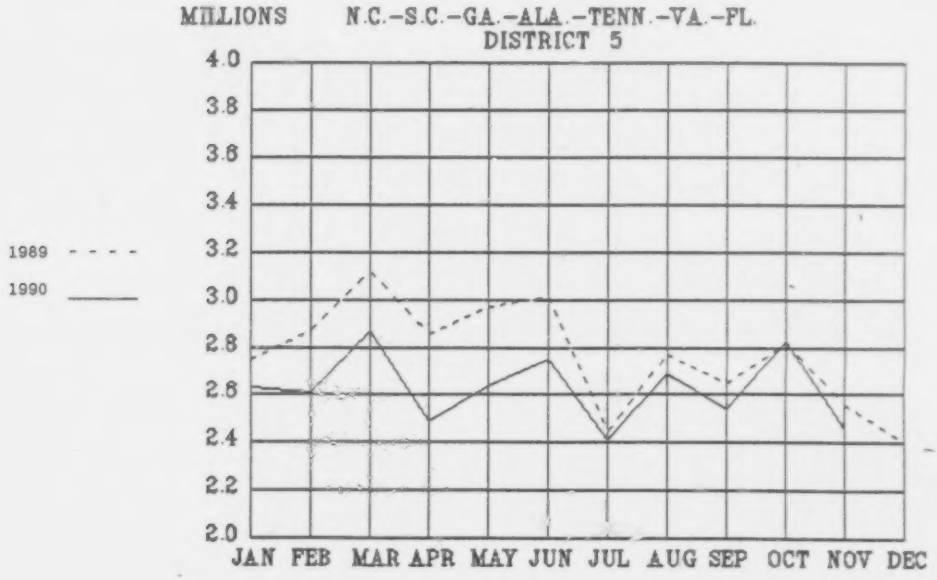
1989 - - - -

1990 ———

		JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC
Gain or Loss	Monthly	2.7	-0.7	-1.2	2.0	3.0	5.7	16.8	11.9	1.3	3.4	-1.9	
% Change	Cumulative	2.7	1.0	0.2	0.6	1.1	1.9	3.6	4.6	4.3	4.2	3.6	



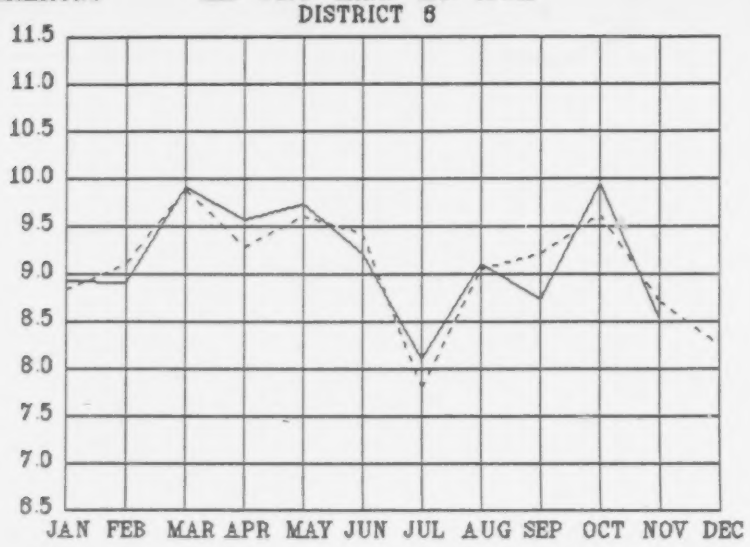
		JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC
Gain or Loss	Monthly	-17.9	-18.5	-7.7	-3.6	- 2.9	4.3	16.1	3.0	2.2	5.5	-1.3	
% Change	Cumulative	-17.9	-18.2	-14.6	-11.9	-10.1	-7.9	-5.0	-4.0	-3.4	-2.5	-2.4	



		JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC
Gain or Loss	Monthly	-4.3	-9.2	-8.1	-13.0	-11.4	-8.8	-1.3	-2.9	-3.9	0.2	-4.0	
% Change	Cumulative	-4.3	-6.8	-7.3	- 8.7	- 9.2	-9.2	-8.2	-7.5	-7.2	-6.4	-6.2	

MILLIONS

ILL.-WISC.-MINN.-MO.-IOWA
DISTRICT 6



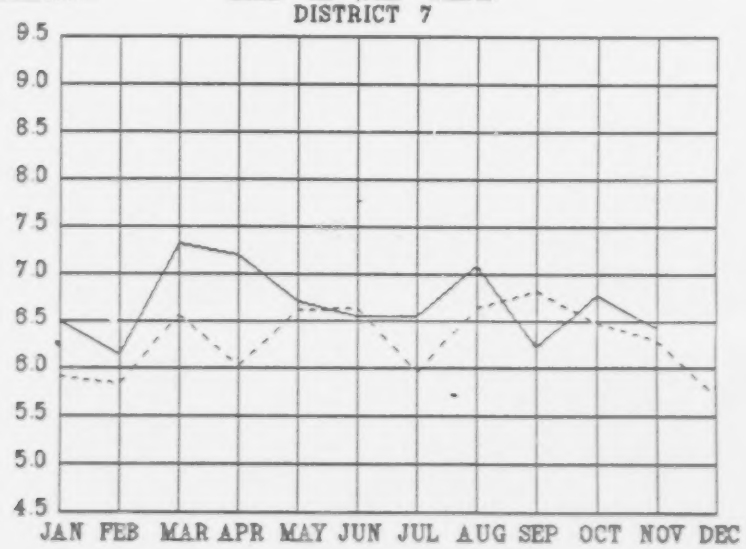
1989 - - - -

1990 ———

		JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC
Gain or Loss	Monthly	0.9	-2.2	0.1	3.0	1.2	-2.1	3.9	0.6	-5.3	3.2	-2.0	
% Change	Cumulative	0.9	-0.7	-0.4	0.5	0.6	0.2	0.6	0.6	-0.1	0.3	0.1	

MILLIONS

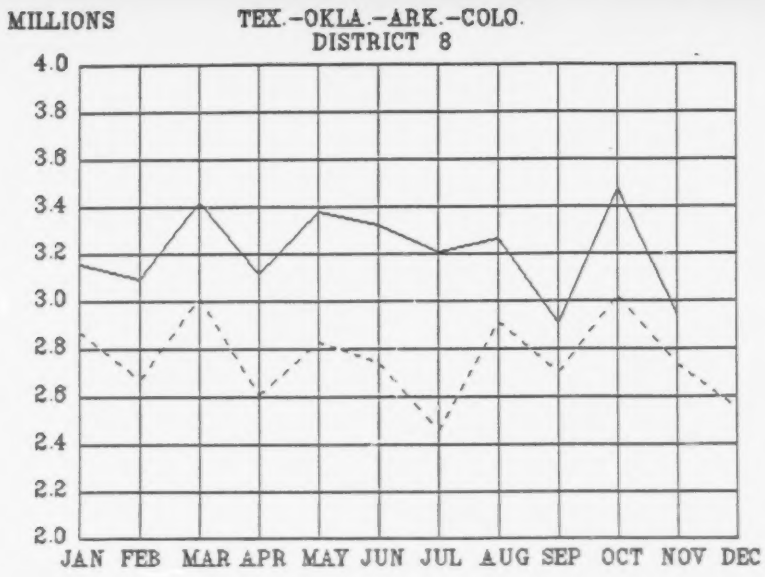
ARIZ.-CA.-ORE.-WASH.
DISTRICT 7



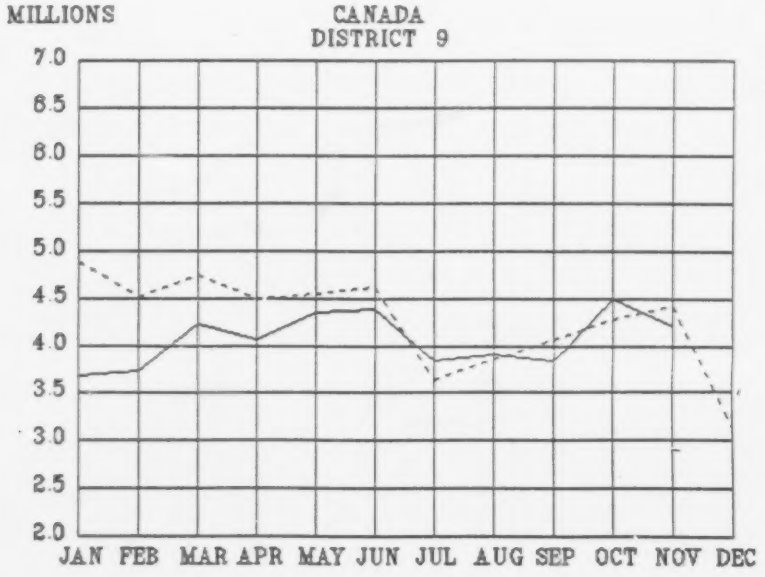
1989 - - - -

1990 ———

		JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC
Gain or Loss	Monthly	10.1	5.2	11.6	19.5	1.5	-1.5	10.2	6.9	-8.9	4.9	2.1	
% Change	Cumulative	10.1	7.6	9.0	11.6	9.5	7.5	7.9	7.7	5.8	5.7	5.3	



		JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC
Gain or Loss	Monthly	10.0	15.9	13.5	19.5	19.2	21.1	30.4	11.9	7.7	15.2	7.4	
% Change	Cumulative	10.0	12.8	13.1	14.6	15.5	16.4	18.2	17.4	16.3	16.2	15.4	



		JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC
Gain or Loss	Monthly	-24.7	-17.3	-11.0	- 9.5	- 4.6	- 4.9	6.0	1.3	-5.7	4.8	-4.5	
% Change	Cumulative	-24.7	-21.1	-17.7	-15.7	-13.6	-12.1	-10.0	-8.8	-8.5	-7.2	-6.9	

A6376-1

MASTER CRAFTSMEN
METAL TREATING INSTITUTE

news release

INTERNATIONAL TRADE ASSOCIATION OF COMMERCIAL HEAT TREATERS
302 3rd. Street, Suite 1, Neptune Beach, FL 32233

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FOR RELEASE: IMMEDIATELY

METAL TREATING INDUSTRY SALES FOR 1990
JUST 0.1% ABOVE 1989 TOTAL

For the year, billings amounted to $577.3 million. This is slightly above 1989's figure of $577.0 million..

December 1990 sales for Commercial Heat Treaters reached $39.8 million, off 4.5% from December 1989 when sales amounted to $41.7 million.

Two of nine MTI Districts topped their December 1989 sales mark. For the year-to-date, three Districts exceeded their 1989 performance.

A summary of percentage change by geographic regions follows:

	District	Dec 90 vs. Dec 89	Total 1990 vs. 1989
1	New England (MA-RI-CT)	- 7.3	- 6.5
2	Middle Atlantic (NY-NJ-E.PA-MD)	1.2	- 0.9
3	South Central (W.PA-OH-IN-KY)	- 7.8	2.8
4	Michigan	-14.3	- 3.2
5	Southeast (VA-NC-SC-GA-AL-TN-FL)	- 3.7	- 6.0
6	North Central (IL-WI-MN-MO-IA)	- 4.0	- 0.2
7	Pacific Coast (CA-AZ-ORE-WASH)	- 0.4	4.2
8	Southwest (TX-OK-AR-CO-LA-UT)	8.6	14.9
9	Canada	- 3.9	- 6.2

METAL TREATING INSTITUTE
302 THIRD STREET, SUITE 1
NEPTUNE BEACH, FLORIDA 32233
ANALYSIS OF NATIONAL BILLINGS

DECEMBER, 1990

BILLINGS FOR MONTH

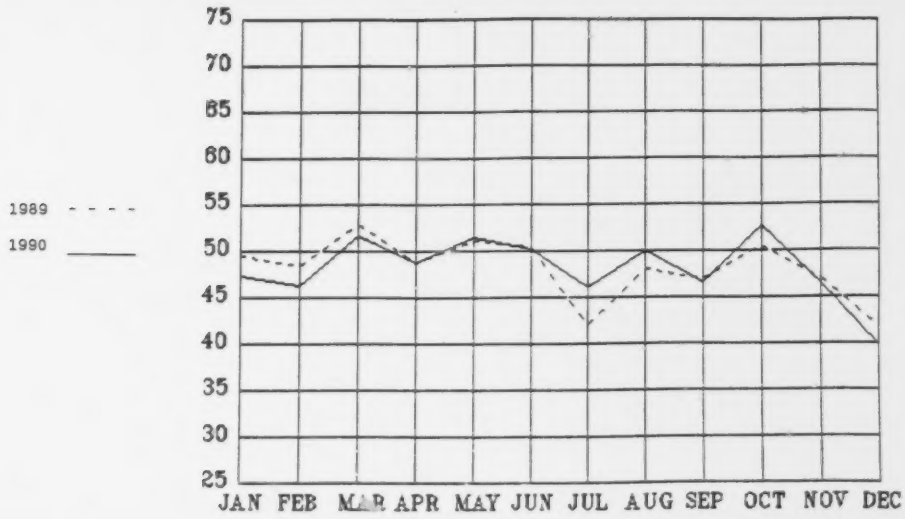
	Participating Members	Billings For Month -In Thousands-			Monthly % Of Billings	
		1989	1990	%	1989	1990
Total	215	41705.8	39849.4	- 4.5	100.0	100.0
Dist. 1	15	2666.9	2471.6	- 7.3	6.4	6.2
Dist. 2	28	3956.9	4003.2	1.2	9.5	10.0
Dist. 3	41	8203.7	7507.4	- 7.8	19.7	19.0
Dist. 4	26	5110.8	4379.2	-14.3	12.3	11.0
Dist. 5	17	2403.6	2314.6	- 3.7	5.8	5.8
Dist. 6	33	8244.8	7917.8	- 4.0	19.8	19.9
Dist. 7	24	5540.8	5516.1	- 0.4	13.3	13.8
Dist. 8	17	2551.4	2771.0	8.6	6.1	7.0
Dist. 9	14	3026.9	2908.6	- 3.9	7.3	7.3
Foreign	0					

BILLINGS TO DATE

	Billings To Date -In Thousands-			To Date % Of Billings	
	1989	1990	%	1989	1990
Total	577049.8	577345.4	0.1	100.0	100.0
Dist. 1	36265.0	33898.5	- 6.5	6.3	5.9
Dist. 2	56793.2	56268.1	- 0.9	9.8	9.7
Dist. 3	107801.0	110779.8	2.8	18.7	19.2
Dist. 4	79498.7	76982.7	- 3.2	13.8	13.3
Dist. 5	33214.9	31205.5	- 6.0	5.8	5.4
Dist. 6	108833.9	108590.4	- 0.2	18.9	18.8
Dist. 7	72387.8	75432.5	4.2	12.5	13.1
Dist. 8	33119.0	38054.6	14.9	5.7	6.6
Dist. 9	49136.4	46133.8	- 6.1	8.5	8.0

MILLIONS

NATIONAL BILLINGS



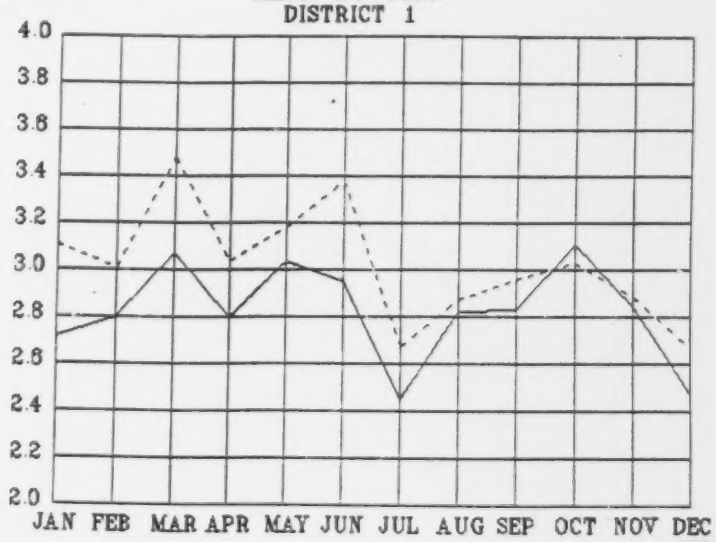
1989 - - - -

1990 ———

		JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC
Gain or Loss	Monthly	-4.3	-4.7	-2.6	0.2	0.4	-0.5	9.8	4.5	-0.7	4.5	-0.8	-4.5
% Change	Cumulative	-4.3	-4.5	-3.8	-2.8	-2.2	-1.9	-0.5	0.1	0.1	0.5	0.4	0.1

MILLIONS

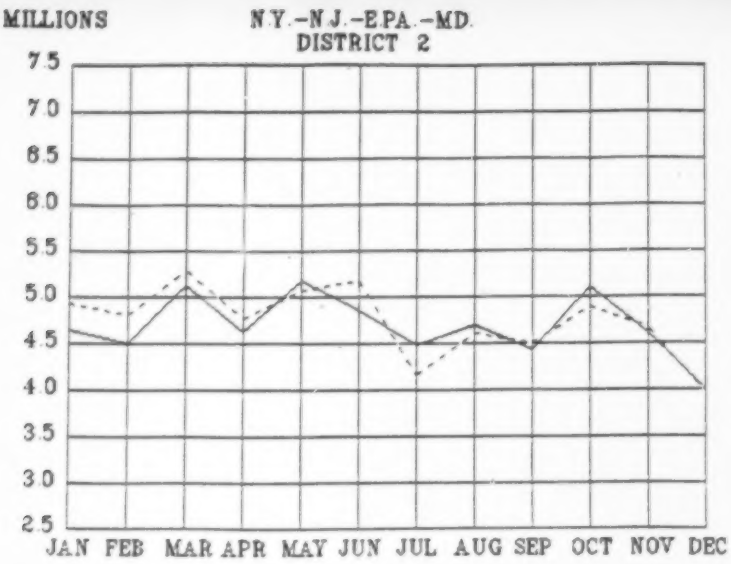
MASS.-R.I.-CONN. DISTRICT 1



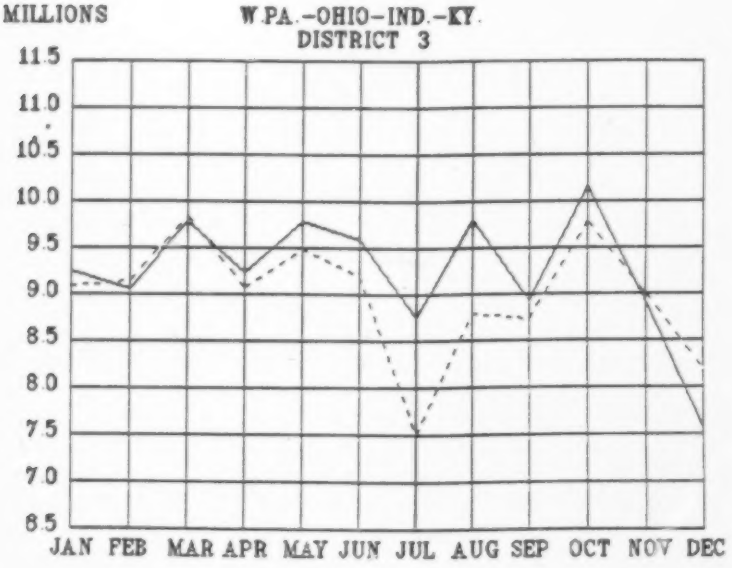
1989 - - - -

1990 ———

		JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC
Gain or Loss	Monthly	-12.7	-6.9	-11.6	-7.7	-4.5	-12.6	-8.3	-1.8	-4.5	2.8	-1.5	-7 3
% Change	Cumulative	-12.7	-9.8	-10.4.	-9.8	-8.7	-9.4	-9.3	-8.4	-8.0	-6.9	-6.5	-6.5



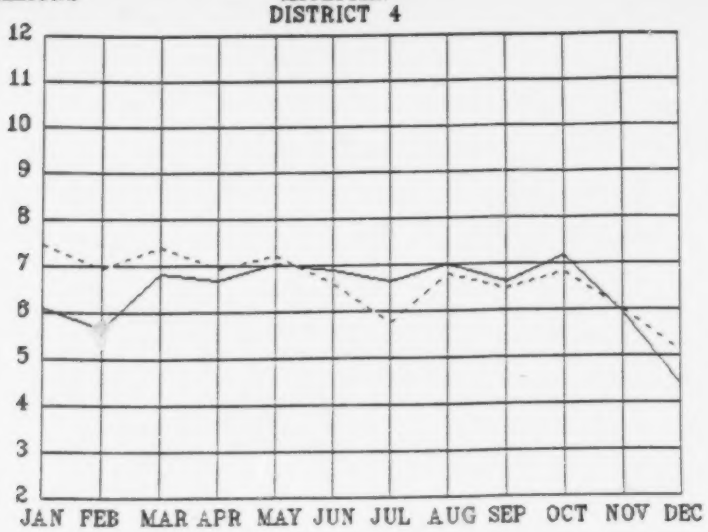
		JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC
Gain or Loss	Monthly	-5.8	-6.4	-2.9	-2.9	2.1	-6.0	7.5	2.2	-1.3	4.6	-1.3	1.2
% Change	Cumulative	-5.8	-6.1	-5.0	-4.5	-3.1	-3.6	-2.3	-1.7	-1.7	-1.1	-1.1	-0.9



		JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC
Gain or Loss	Monthly	1.8	-0.9	-0.5	1.7	3.2	4.3	16.7	11.6	2.2	3.7	-1.1	-7.8
% Change	Cumulative	1.8	0.4	0.1	0.5	1.0	1.6	3.4	4.4	4.1	4.1	3.6	2.8

MILLIONS

MICHIGAN
DISTRICT 4



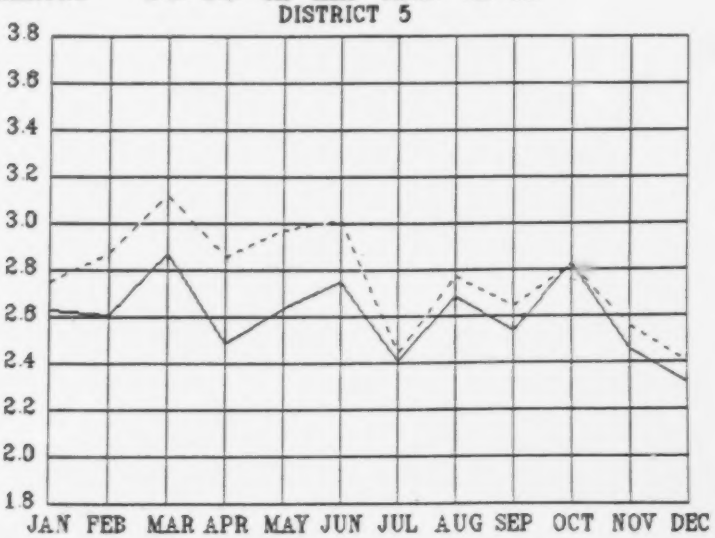
1989 - - - -

1990 ———

		JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC
Gain or Loss	Monthly	-17.9	-18.5	-7.7	-3.6	- 2.9	4.3	16.1	3.0	2.2	5.5	-1.3	-14.3
% Change	Cumulative	-17.9	-18.2	-14.6	-11.9	-10.1	-7.9	-5.0	-4.0	-3.4	-2.5	-2.4	-3.2

MILLIONS

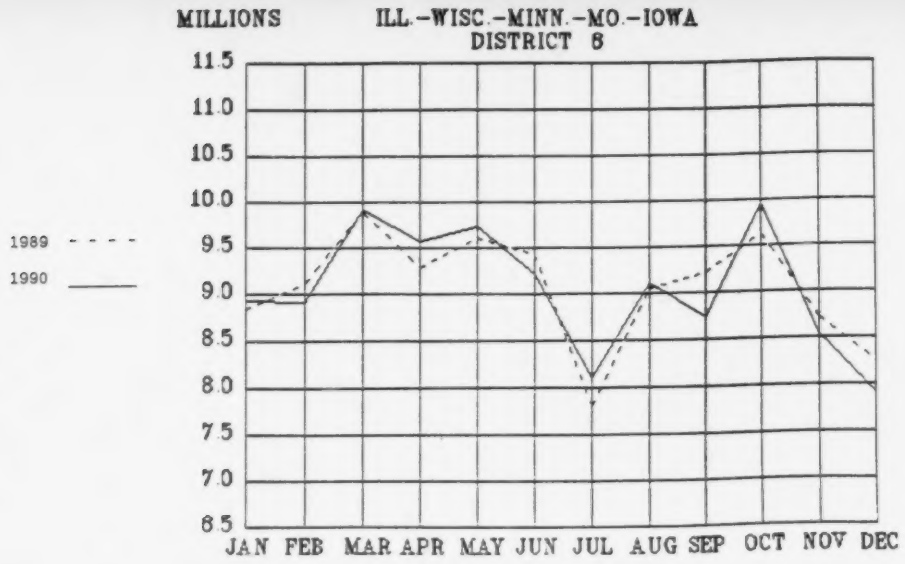
N.C.-S.C.-GA.-ALA.-TENN.-VA.-FL.
DISTRICT 5



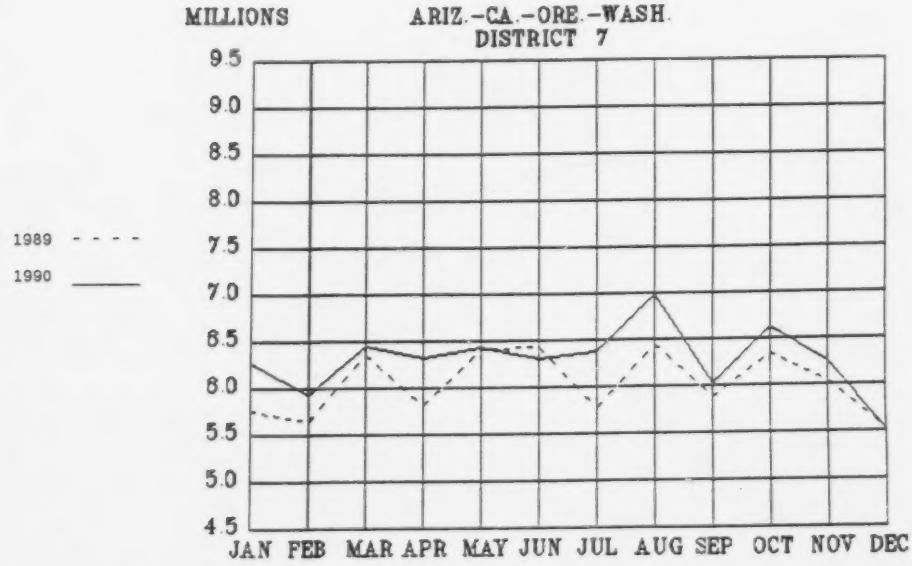
1989 - - - -

1990 ———

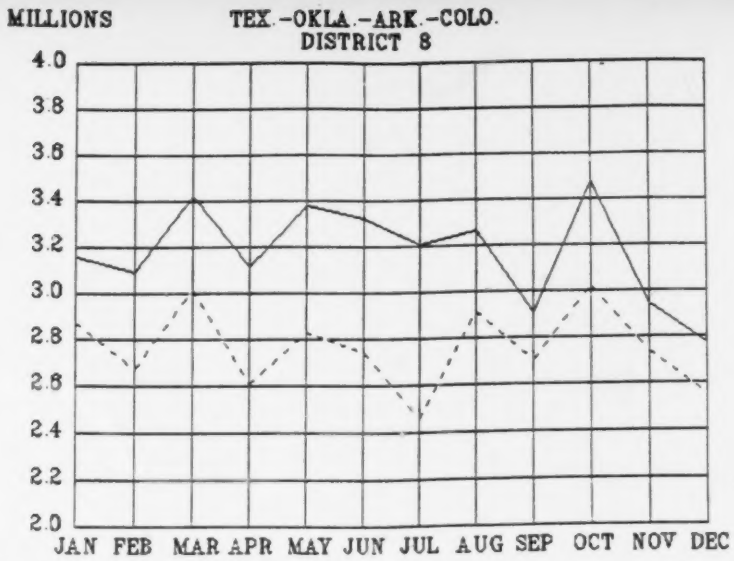
		JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC
Gain or Loss	Monthly	-4.3	-9.2	-8.1	-13.0	-11.4	-8.8	-1.3	-2.9	-3.9	0.2	-4.0	-3.7
% Change	Cumulative	-4.3	-6.8	-7.3	- 8.7	- 9.2	-9.2	-8.2	-7.5	-7.2	-6.4	-6.2	-6.0



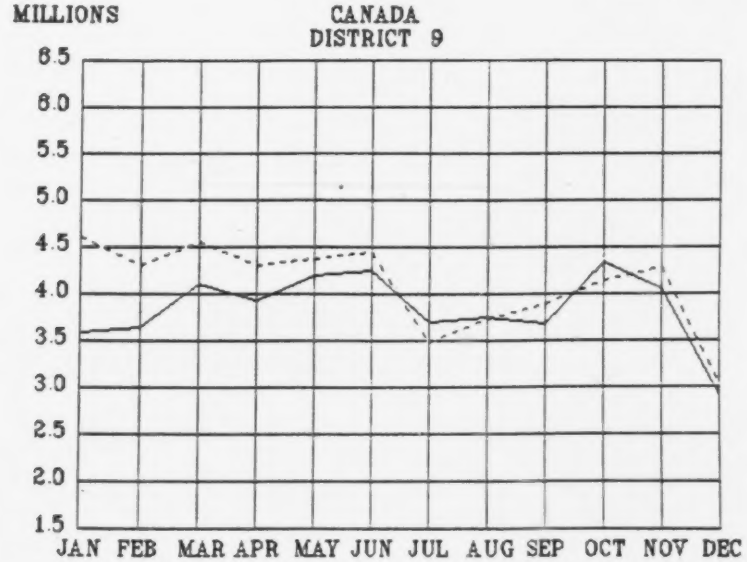
		JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC
Gain or Loss	Monthly	0.9	-2.2	0.1	3.0	1.2	-2.1	3.9	0.6	-5.3	3.2	-2.0	-4.0
% Change	Cumulative	0.9	-0.7	-0.4	0.5	0.6	0.2	0.6	0.6	-0.1	0.3	0.1	-0.2



		JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC
Gain or Loss	Monthly	8.9	5.2	1.4	9.0	0.3	-2.0	10.7	8.1	2.2	4.5	3.6	-0.4
% Change	Cumulative	8.9	7.1	5.0	6.0	4.8	3.6	4.5	5.0	4.7	4.7	4.6	4.2



		JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC
Gain or Loss	Monthly	10.0	15.9	13.5	19.5	19.2	21.1	30.4	11.9	7.7	15.2	7.4	8.6
% Change	Cumulative	10.0	12.8	13.1	14.6	15.5	16.4	18.2	17.4	16.3	16.2	15.4	14.9



		JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC
Gain or Loss	Monthly	-22.2	-15.4	- 9.8	- 8.6	- 4.1	- 4.3	6.3	0.3	-5.5	4.7	-5.3	-3.9
% Change	Cumulative	-22.2	-18.9	-15.8	-14.1	-12.1	-10.6	- 8.8	-7.8	-7.6	-6.4	-6.3	-6.1

A6376-1

MASTER CRAFTSMEN
METAL TREATING INSTITUTE

news release

INTERNATIONAL TRADE ASSOCIATION OF COMMERCIAL HEAT TREATERS
302 3rd. Street, Suite 1, Neptune Beach, FL 32233

FOR RELEASE: IMMEDIATELY

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COMMERCIAL HEAT TREATERS POST 2% DROP IN BILLINGS IN JANUARY

January sales for the Metal Treating Industry reached $46.3 million. This compares to January 1990 billings of $47.3 million.

January 1991 sales exceeded December 1990 by 16.3%. December's billings were $39.8 million.

Three of nine MTI Districts topped their sales figure for January 1990.

A summary of percentage change by geographic regions follows:

	District	Jan 91 vs. Jan 90	Total 1991 vs. 1990
1	New England (MA-RI-CT)	7.9	7.9
2	Middle Atlantic (NY-NJ-E.PA-MD)	- 0.6	- 0.6
3	South Central (W.PA-OH-IN-KY)	- 3.9	- 3.9
4	Michigan	- 8.0	- 8.0
5	Southeast (VA-NC-SC-GA-AL-TN-FL)	- 9.9	- 9.9
6	North Central (IL-WI-MN-MO-IA)	- 3.8	- 3.8
7	Pacific Coast (CA-AZ-ORE-WASH)	4.7	4.7
8	Southwest (TX-OK-AR-CO-LA-UT)	0.6	0.6
9	Canada	- 0.4	- 0.4

METAL TREATING INSTITUTE
302 THIRD STREET, SUITE 1
NEPTUNE BEACH, FLORIDA 32266-5138
ANALYSIS OF NATIONAL BILLINGS

JANUARY, 1991

BILLINGS FOR MONTH

	Participating Members	Billings For Month -In Thousands-			Monthly % Of Billings	
		1990	1991	%	1990	1991
Total	215	47311.3	46343.6	- 2.0	100.0	100.0
Dist. 1	15	2716.0	2929.9	7.9	5.7	6.3
Dist. 2	28	4636.2	4609.1	- 0.6	9.8	9.9
Dist. 3	42	9338.6	8978.8	- 3.9	19.7	19.4
Dist. 4	26	6119.5	5630.4	- 8.0	12.9	12.1
Dist. 5	17	2630.6	2369.4	- 9.9	5.6	5.1
Dist. 6	33	8924.3	8586.6	- 3.8	18.9	18.5
Dist. 7	23	6198.3	6487.6	4.7	13.1	14.0
Dist. 8	17	3159.8	3179.0	0.6	6.7	6.9
Dist. 9	14	3588.0	3572.9	- 0.4	7.6	7.7
Foreign	0					

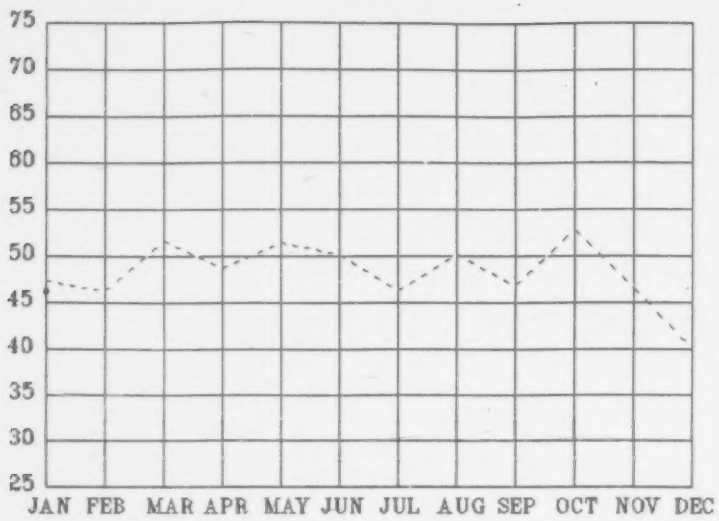
BILLINGS TO DATE

	Billings To Date -In Thousands-			To Date % Of Billings	
	1990	1991	%	1990	1991
Total	47311.3	46343.6	- 2.0	100.0	100.0
Dist. 1	2716.0	2929.9	7.9	5.7	6.3
Dist. 2	4636.2	4609.1	- 0.6	9.8	9.9
Dist. 3	9338.6	8978.8	- 3.9	19.7	19.4
Dist. 4	6119.5	5630.4	- 8.0	12.9	12.1
Dist. 5	2630.6	2369.4	- 9.9	5.6	5.1
Dist. 6	8924.3	8586.6	- 3.8	18.9	18.5
Dist. 7	6198.3	6487.6	4.7	13.1	14.0
Dist. 8	3159.8	3179.0	0.6	6.7	6.9
Dist. 9	3588.0	3572.9	- 0.4	7.6	7.7

Note: January 1991 billings totals are represented by a dot on the far left vertical axis.

MILLIONS

NATIONAL BILLINGS



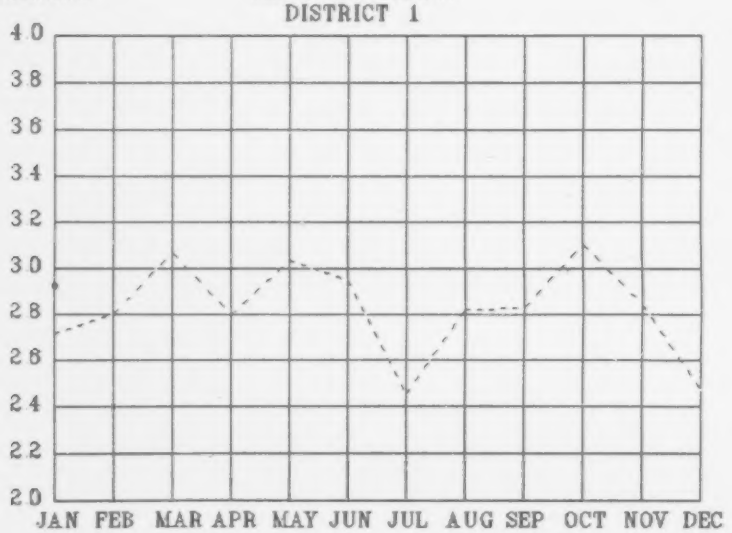
1990 - - - -

1991 ———

		JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC
Gain or Loss	Monthly	-2.0											
% Change	Cumulative	-2.0											

MILLIONS

MASS-R.I.-CONN. DISTRICT 1



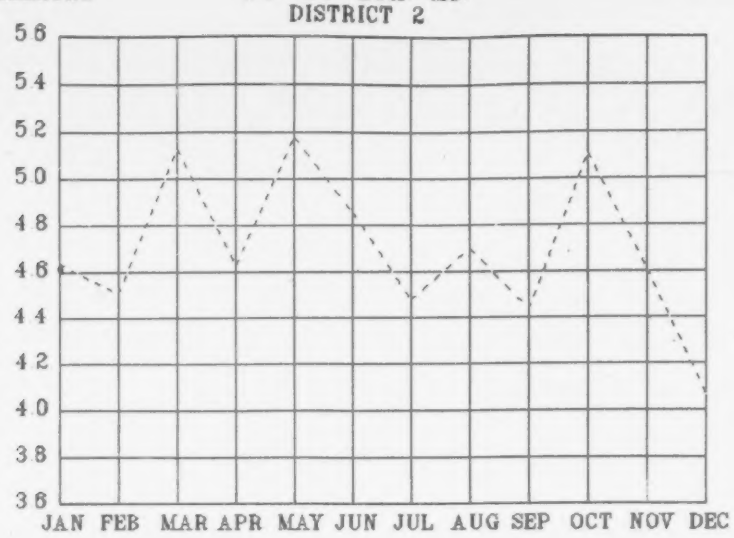
1990 - - - -

1991 ———

		JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC
Gain or Loss	Monthly	7.9											
% Change	Cumulative	7.9											

MILLIONS

N.Y.-N.J.-E.PA.-MD.
DISTRICT 2



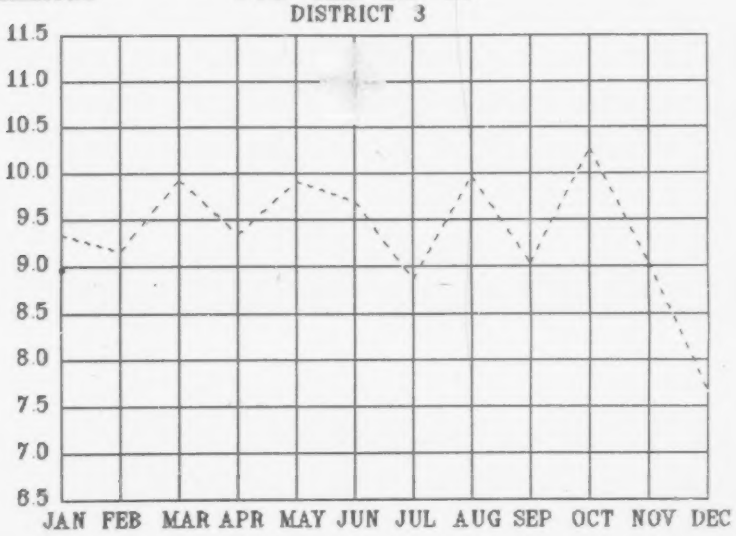
1990 - - - -

1991 ———

		JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC
Gain or Loss	Monthly	-0.6											
% Change	Cumulative	-0.6											

MILLIONS

W.PA.-OHIO-IND.-KY.
DISTRICT 3



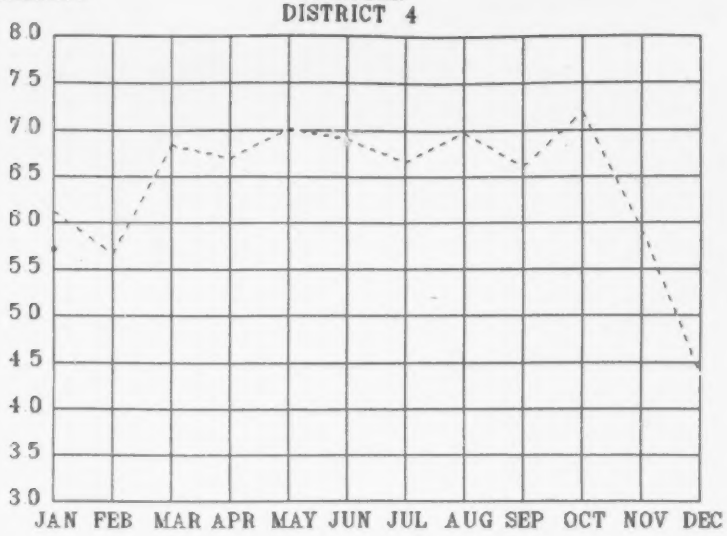
1990 - -

1991 ———

		JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC
Gain or Loss	Monthly	-3.9											
% Change	Cumulative	-3.9											

MILLIONS

MICHIGAN
DISTRICT 4



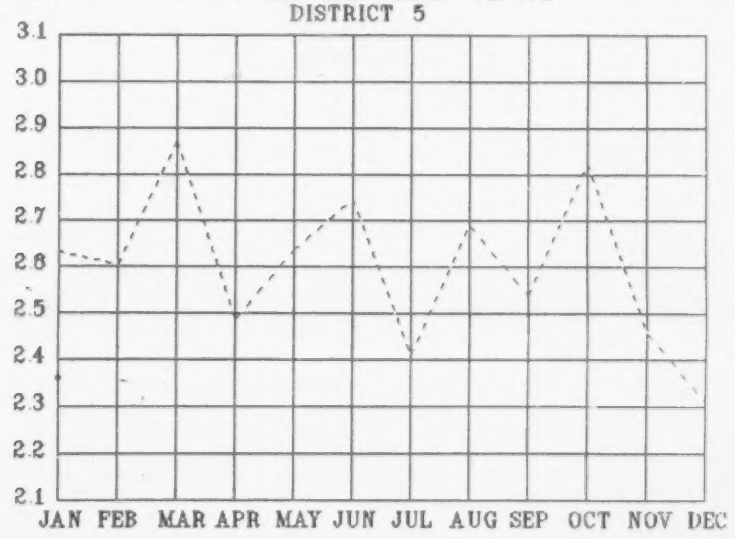
1990 - - - -

1991 ———

	JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC
Gain or Loss Monthly	-8.0											
% Change Cumulative	-8.0											

MILLIONS

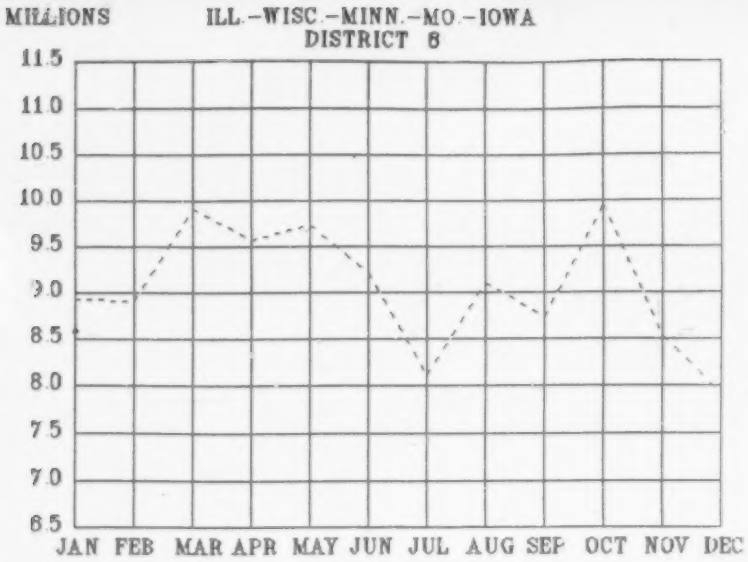
N.C.-S.C.-GA.-ALA.-TENN.-VA.-FL.
DISTRICT 5



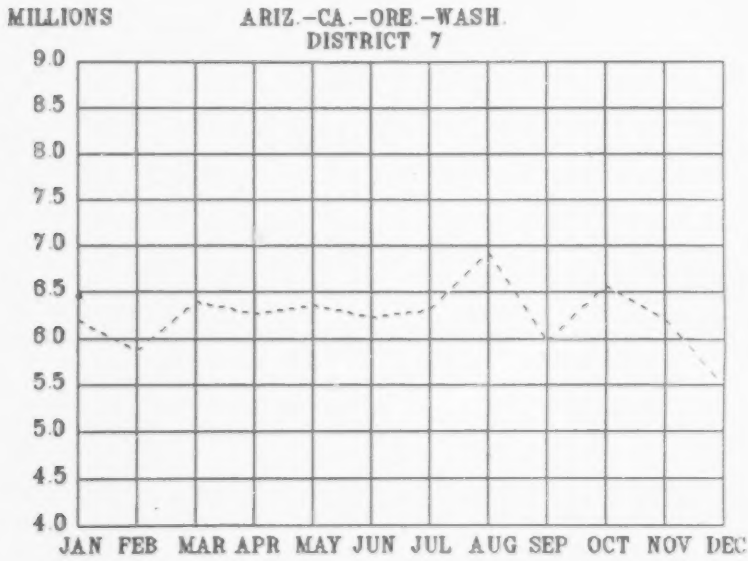
1990 - - - -

1991 ———

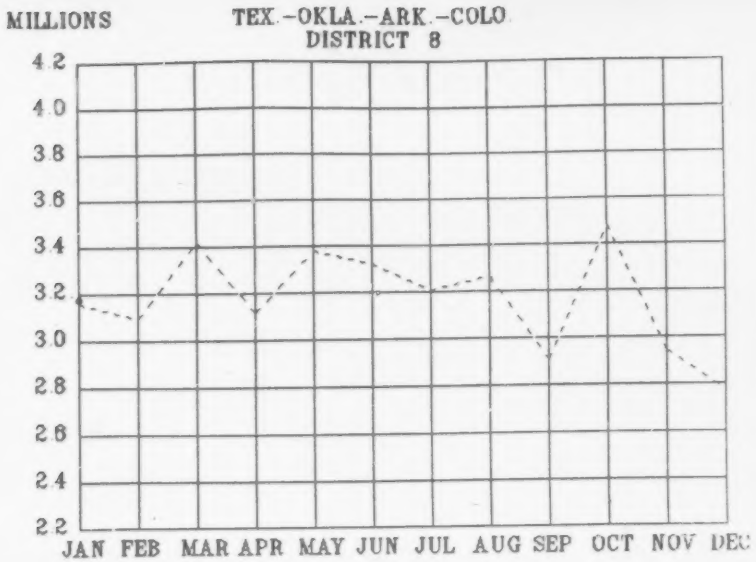
	JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC
Gain or Loss Monthly	-9.9											
% Change Cumulative	-9.9											



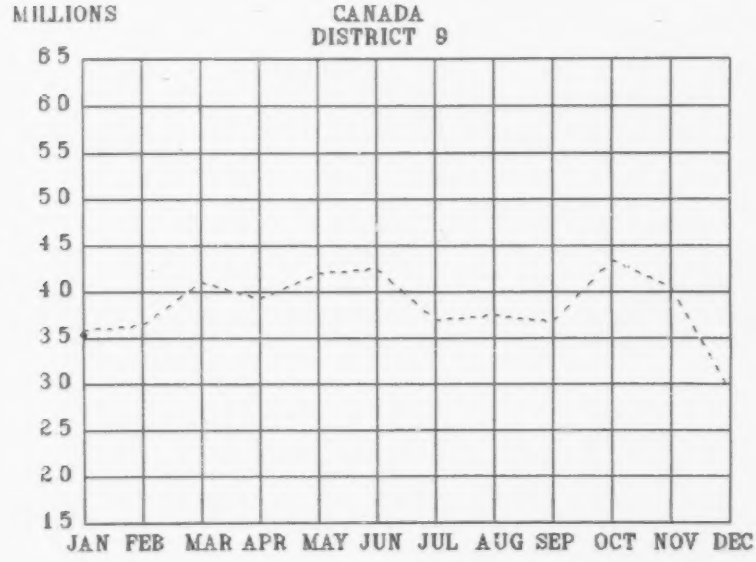
		JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC
Gain or Loss	Monthly	-3.8											
% Change	Cumulative	-3.8											



		JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC
Gain or Loss	Monthly	4.7											
% Change	Cumulative	4.7											



		JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC
Gain or Loss	Monthly	0.6											
% Change	Cumulative	0.6											



		JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC
Gain or Loss	Monthly	-0.4											
% Change	Cumulative	-0.4											

AC376-1

MASTER CRAFTSMEN
METAL TREATING INSTITUTE

news release

INTERNATIONAL TRADE ASSOCIATION OF COMMERCIAL HEAT TREATERS
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FOR RELEASE: IMMEDIATELY

METAL TREATING INDUSTRY POSTS 2.7% DECLINE FOR FEBRUARY SALES

February sales for Metal Treaters amounted to $45.0 million. The previous February tallied $46.2 million in sales.

For the first two months of 1991, billings for Commercial Heat Treaters reached $91.3 million, off 2.4% from the same period in 1990.

Only two of nine MTI Districts topped their sales figure for February 1990 and three districts outpaced their 1990 sales for the two-month period.

A summary of percentage change by geographic regions follows:

	District	Feb 91 vs. Feb 90	Total 1991 vs. 1990
1	New England (MA-RI-CT)	3.5	5.6
2	Middle Atlantic (NY-NJ-E.PA-MD)	- 0.3	- 0.4
3	South Central (W.PA-OH-IN-KY)	- 5.9	- 4.8
4	Michigan	-14.8	-11.2
5	Southeast (VA-NC-SC-GA-AL-TN-FL)	- 3.8	- 6.9
6	North Central (IL-WI-MN-MO-IA)	- 1.0	- 2.4
7	Pacific Coast (CA-AZ-ORE-WASH)	8.4	6.0
8	Southwest (TX-OK-AR-CO-LA-UT)	- 0.5	0.1
9	Canada	- 7.3	- 3.9

METAL TREATING INSTITUTE
302 THIRD STREET, SUITE 1
NEPTUNE BEACH, FLORIDA 32266-5138
ANALYSIS OF NATIONAL BILLINGS

FEBRUARY, 1991

BILLINGS FOR MONTH

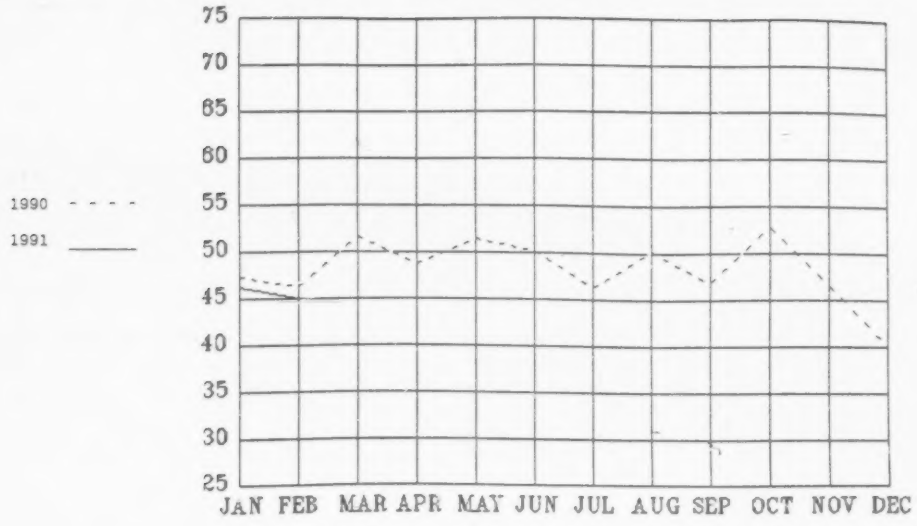
	Participating Members	Billings For Month -In Thousands-			Monthly % Of Billings	
		1990	1991	%	1990	1991
Total	215	46232.6	44970.2	- 2.7	100.0	100.0
Dist. 1	15	2797.2	2894.2	3.5	6.1	6.4
Dist. 2	28	4504.3	4492.6	- 0.3	9.7	10.0
Dist. 3	42	9163.8	8626.9	- 5.9	19.8	19.2
Dist. 4	26	5658.8	4823.6	-14.8	12.2	10.7
Dist. 5	17	2604.1	2506.4	- 3.8	5.6	5.6
Dist. 6	33	8908.0	8817.2	- 1.0	19.3	19.6
Dist. 7	23	5867.1	6360.7	8.4	12.7	14.1
Dist. 8	17	3092.0	3077.8	- 0.5	6.7	6.8
Dist. 9	14	3637.4	3370.7	- 7.3	7.9	7.5
Foreign	0					

BILLINGS TO DATE

	Billings To Date -In Thousands-			To Date % Of Billings	
	1990	1991	%	1990	1991
Total	93543.9	91254.5	- 2.4	100.0	100.0
Dist. 1	5513.2	5824.2	5.6	5.9	6.4
Dist. 2	9140.5	9101.6	- 0.4	9.8	10.0
Dist. 3	18502.3	17605.7	- 4.8	19.8	19.3
Dist. 4	11778.2	10454.0	-11.2	12.6	11.5
Dist. 5	5234.7	4875.8	- 6.9	5.6	5.3
Dist. 6	17832.3	17403.8	- 2.4	19.1	19.1
Dist. 7	12065.4	12789.0	6.0	12.9	14.0
Dist. 8	6251.8	6256.8	0.1	6.7	6.9
Dist. 9	7225.4	6943.6	- 3.9	7.7	7.6

MILLIONS

NATIONAL BILLINGS



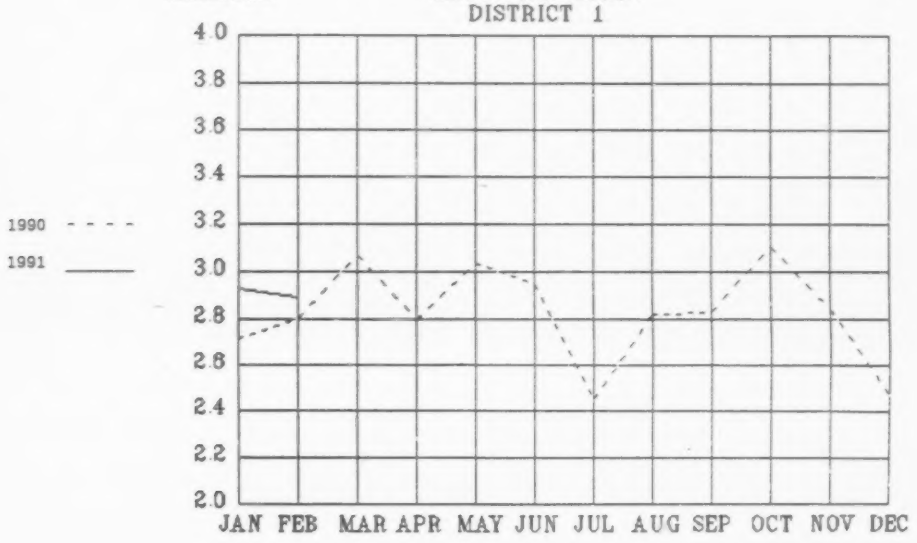
1990 - - - -

1991 _____

		JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC
Gain or Loss	Monthly	-2.2	-2.7										
% Change	Cumulative	-2.2	-2.4										

MILLIONS

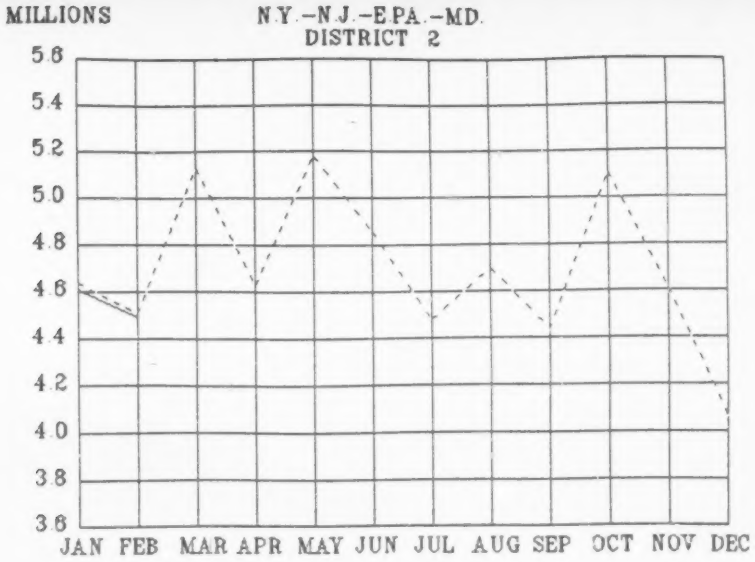
MASS.-R.I.-CONN. DISTRICT 1



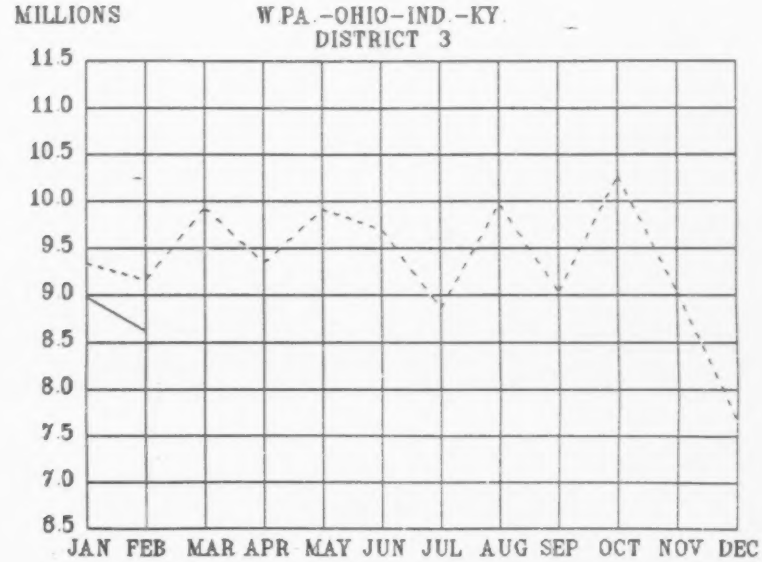
1990 - - - -

1991 _____

		JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC
Gain or Loss	Monthly	7.9	3.5										
% Change	Cumulative	7.9	5.6										



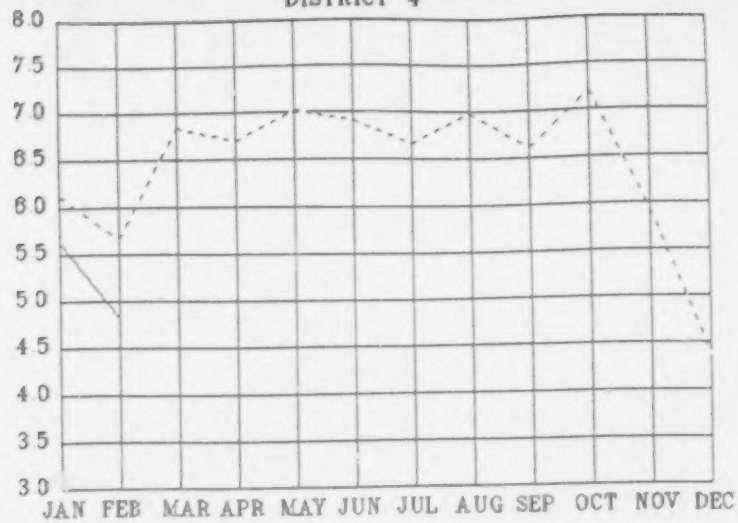
		JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC
Gain or Loss	Monthly	-0.6	-0.3										
% Change	Cumulative	-0.6	-0.4										



		JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC
Gain or Loss	Monthly	-3.9	-5.9										
% Change	Cumulative	-3.9	-4.8										

MILLIONS

MICHIGAN
DISTRICT 4

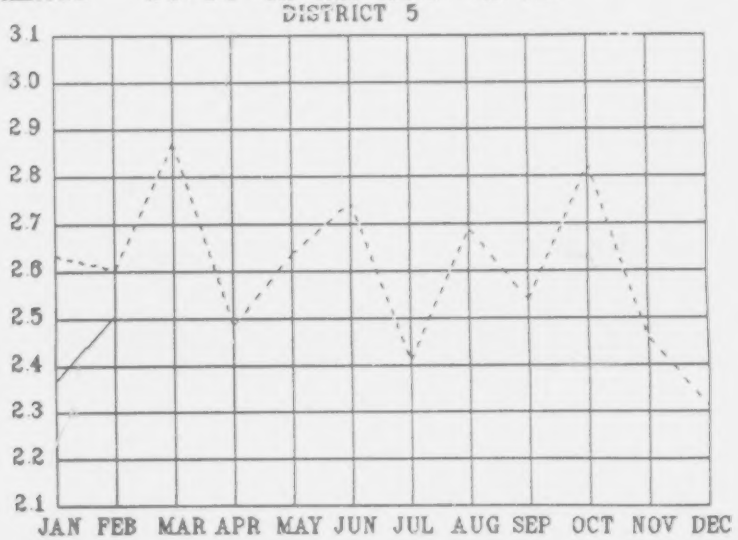


1990 - - - -

1991 ———

		JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC
Gain or Loss	Monthly	-8.0	-14.8										
% Change	Cumulative	-8.0	-11.2										

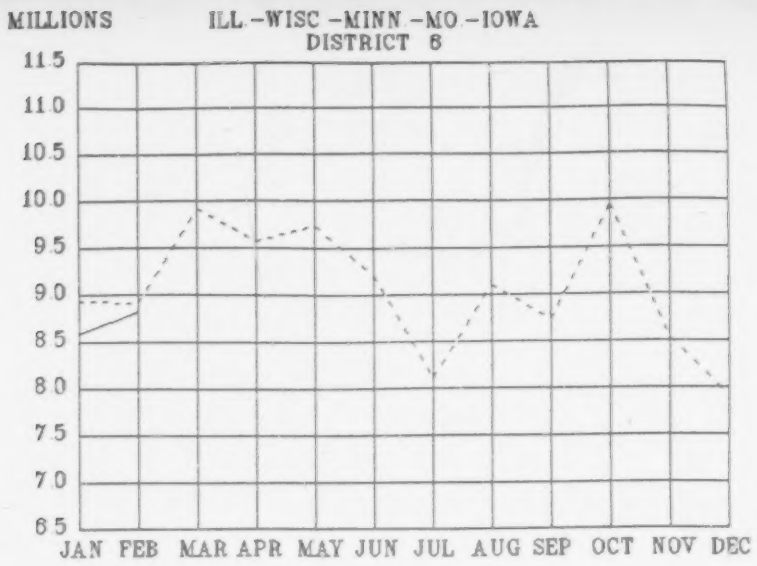
MILLIONS N.C.-S.C.-GA.-ALA.-TENN.-VA.-FL.
DISTRICT 5



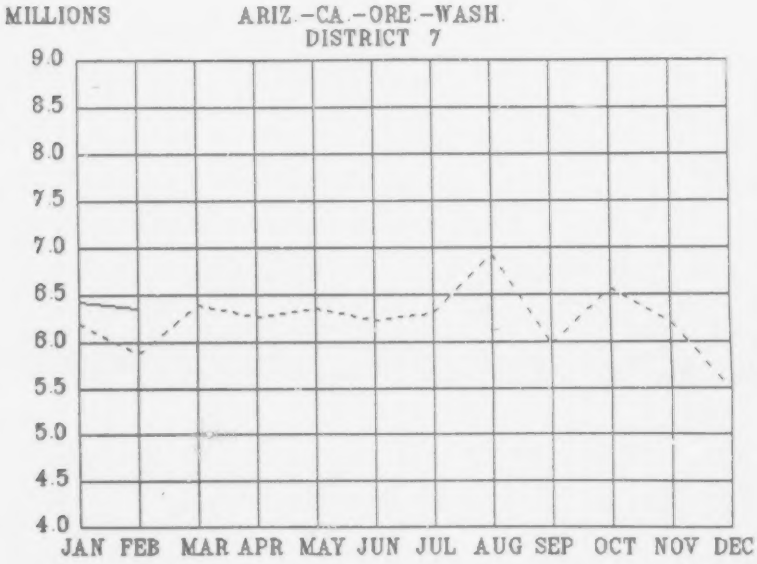
1990 - - - -

1991 ———

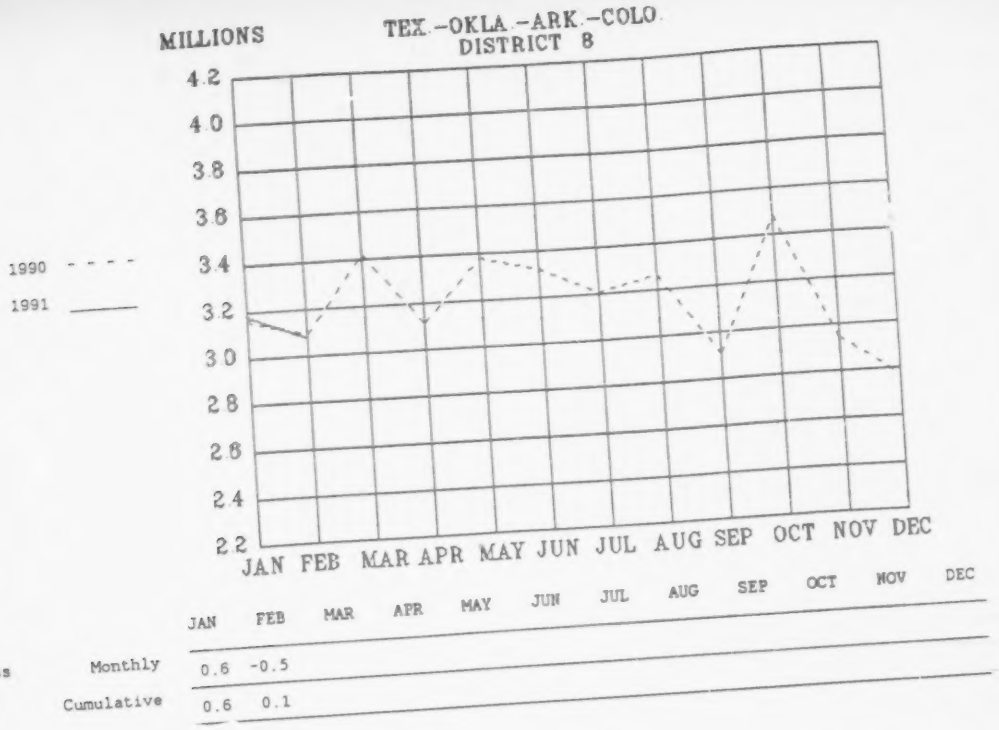
		JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC
Gain or Loss	Monthly	-9.9	-3.8										
% Change	Cumulative	-9.9	-6.9										



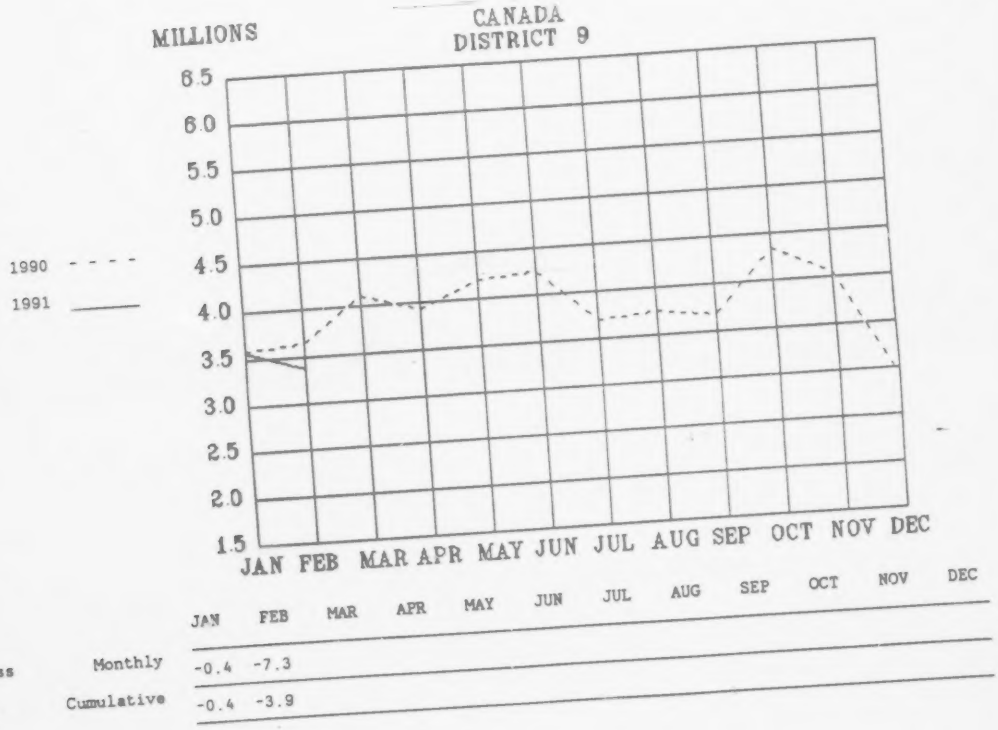
		JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC
Gain or Loss	Monthly	-3.8	-1.0										
% Change	Cumulative	-3.8	-2.4										



		JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC
Gain or Loss	Monthly	3.7	8.4										
% Change	Cumulative	3.7	6.0										



		JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC
Gain or Loss	Monthly	0.6	-0.5										
% Change	Cumulative	0.6	0.1										



		JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC
Gain or Loss	Monthly	-0.4	-7.3										
% Change	Cumulative	-0.4	-3.9										

AC37C-1

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news release

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FOR RELEASE: IMMEDIATELY

METAL TREATING INDUSTRY SALES
FALL 11.2% IN MARCH

March billings for Metal Treaters reached $45.8 million, well below the March 1990 figure of $51.6 million.

For the first quarter of 1991, sales for Commercial Heat Treaters amounted to $137.1 million, off 5.4% from the same period in 1990 when sales totaled $144.9 million.

All nine MTI Districts were below their March 1990 sales figures. Only two of nine outperformed the first quarter of 1990.

A summary of percentage change by geographic regions follows:

	District	Mar 91 vs. Mar 90	Total 1991 vs. 1990
1	New England (MA-RI-CT)	- 2.2	2.8
2	Middle Atlantic (NY-NJ-E.PA-MD)	- 5.3	- 2.2
3	South Central (W.PA-OH-IN-KY)	- 8.7	- 5.4
4	Michigan	-27.6	-16.8
5	Southeast (VA-NC-SC-GA-AL-TN-FL)	- 8.9	- 7.6
6	North Central (IL-WI-MN-MO-IA)	-12.2	- 5.9
7	Pacific Coast (CA-AZ-ORE-WASH)	- 3.2	2.5
8	Southwest (TX-OK-AR-CO-LA-UT)	- 6.9	- 2.4
9	Canada	-19.4	- 9.5

METAL TREATING INSTITUTE
302 THIRD STREET, SUITE 1
NEPTUNE BEACH, FLORIDA 32266-5138
ANALYSIS OF NATIONAL BILLINGS

MARCH, 1991

BILLINGS FOR MONTH

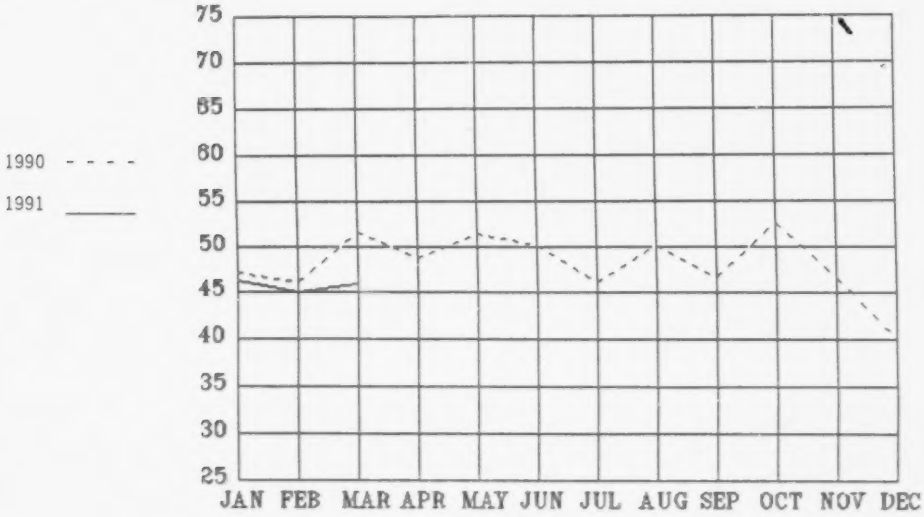
	Participating Members	Billings For Month -In Thousands-			Monthly % Of Billings	
		1990	1991	%	1990	1991
Total	214	51563.9	45812.2	-11.2	100.0	100.0
Dist. 1	15	3073.7	3005.1	- 2.2	6.0	6.6
Dist. 2	28	5130.1	4860.6	- 5.3	9.9	10.6
Dist. 3	42	9921.1	9057.6	- 8.7	19.2	19.8
Dist. 4	25	6734.0	4878.4	-27.6	13.1	10.6
Dist. 5	17	2870.2	2615.6	- 8.9	5.6	5.7
Dist. 6	33	9912.7	8705.6	-12.2	19.2	19.0
Dist. 7	23	6400.5	6198.8	- 3.2	12.4	13.5
Dist. 8	17	3418.0	3182.9	- 6.9	6.6	6.9
Dist. 9	14	4103.7	3307.5	-19.4	8.0	7.2
Foreign	0					

BILLINGS TO DATE

	Billings To Date -In Thousands-			To Date % Of Billings	
	1990	1991	%	1990	1991
Total	144880.4	137104.6	- 5.4	100.0	100.0
Dist. 1	8586.9	8829.3	2.8	5.9	6.4
Dist. 2	14270.6	13962.2	- 2.2	9.8	10.2
Dist. 3	28423.4	26881.3	- 5.4	19.6	19.6
Dist. 4	18284.9	15206.3	-16.8	12.6	11.1
Dist. 5	8104.9	7491.4	- 7.6	5.6	5.5
Dist. 6	27745.0	26109.4	- 5.9	19.2	19.0
Dist. 7	18465.9	18933.7	2.5	12.7	13.8
Dist. 8	9669.7	9439.7	- 2.4	6.7	6.9
Dist. 9	11329.1	10251.2	- 9.5	7.8	7.5

MILLIONS

NATIONAL BILLINGS



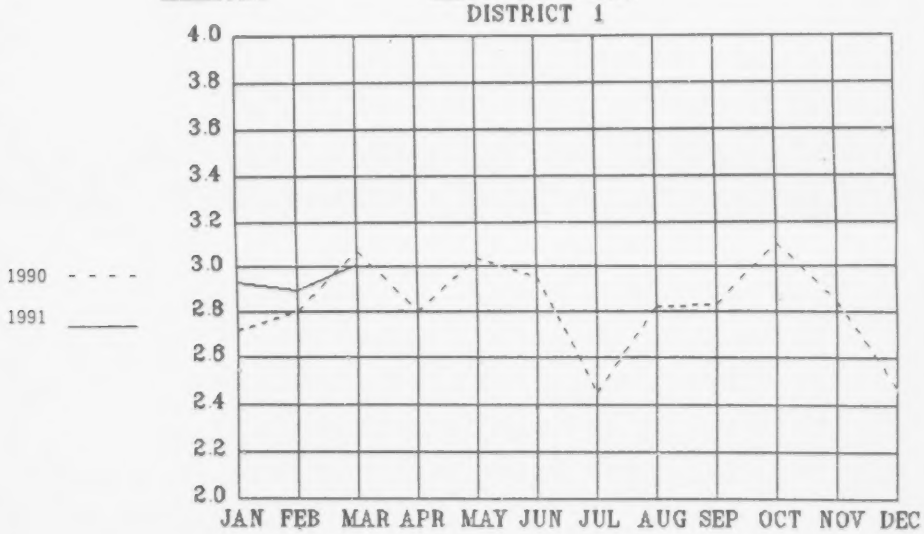
1990 - - - -

1991 _____

		JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC
Gain or Loss	Monthly	-1.9	-2.5	-11.2									
% Change	Cumulative	-1.9	-2.2	- 5.4									

MILLIONS

MASS.-R.I.-CONN. DISTRICT 1



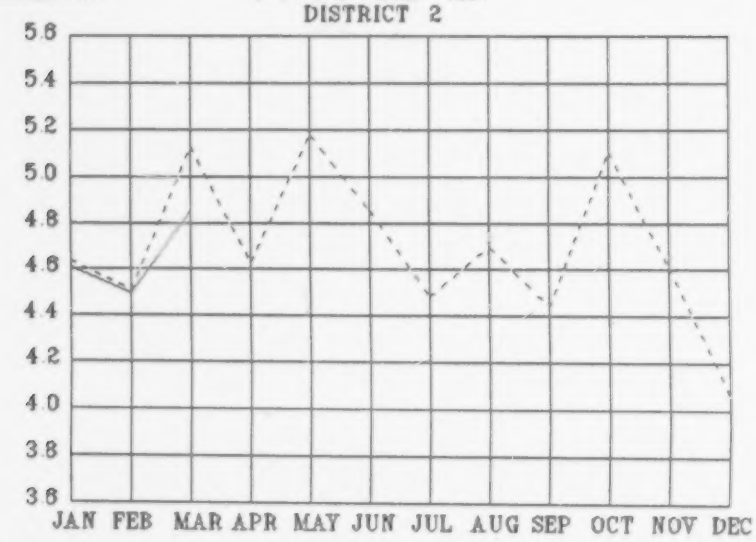
1990 - - - -

1991 _____

		JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC
Gain or Loss	Monthly	7.9	3.5	-2.2									
% Change	Cumulative	7.9	5.6	2.8									

MILLIONS

N.Y.-N.J.-E.PA.-MD.
DISTRICT 2



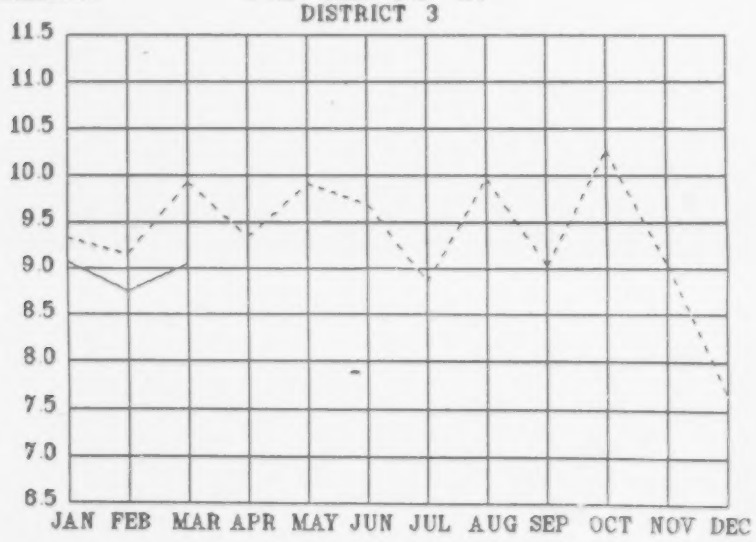
1990 - - - -

1991 ———

		JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC
Gain or Loss	Monthly	-0.6	-0.3	-5.3									
% Change	Cumulative	-0.6	-0.4	-2.2									

MILLIONS

W.PA.-OHIO-IND.-KY.
DISTRICT 3



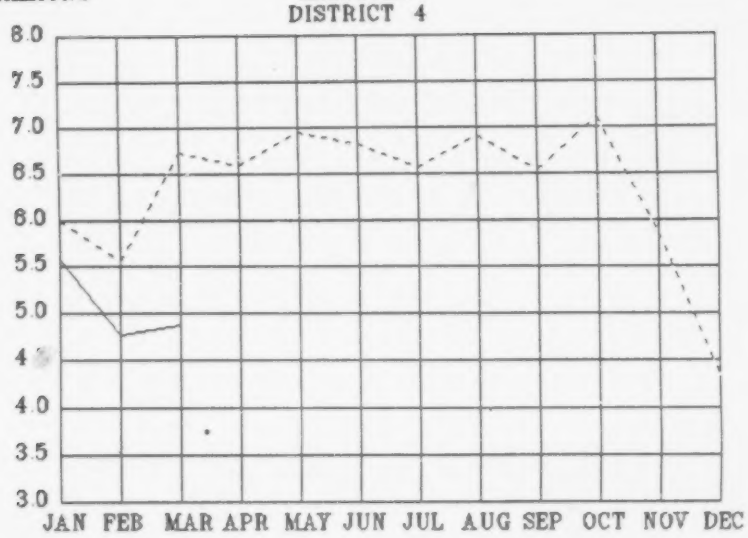
1990 - - - -

1991 ———

		JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC
Gain or Loss	Monthly	-2.9	-4.5	-8.7									
% Change	Cumulative	-2.9	-3.7	-5.4									

MILLIONS

MICHIGAN
DISTRICT 4



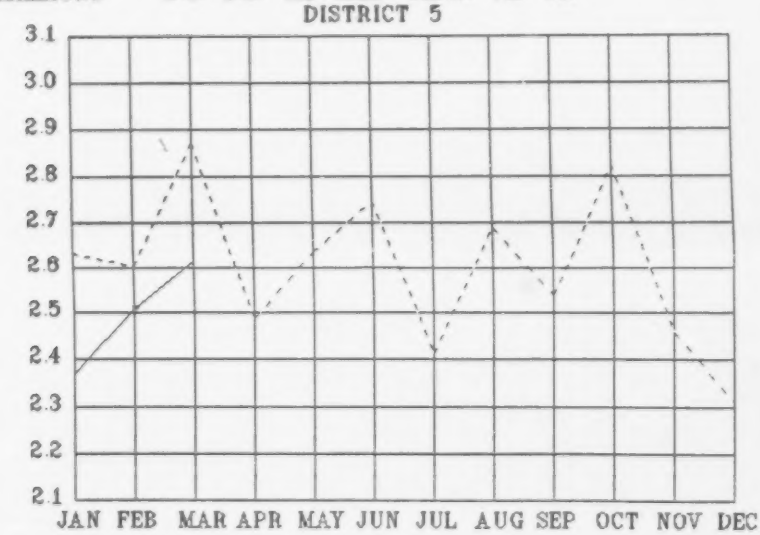
1990 - - - -

1991 ———

		JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC
Gain or Loss	Monthly	-7.3	-14.1	-27.6									
% Change	Cumulative	-7.3	-10.6	-16.8									

MILLIONS

N.C.-S.C.-GA.-ALA.-TENN.-VA.-FL.
DISTRICT 5



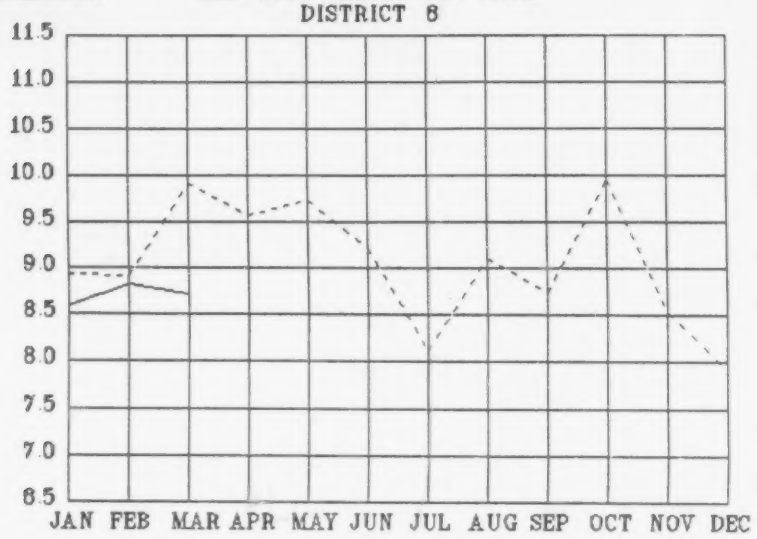
1990 - - - -

1991 ———

		JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC
Gain or Loss	Monthly	-9.9	-3.8	-8.9									
% Change	Cumulative	-9.9	-6.9	-7.6									

MILLIONS

ILL.-WISC.-MINN.-MO.-IOWA
DISTRICT 6



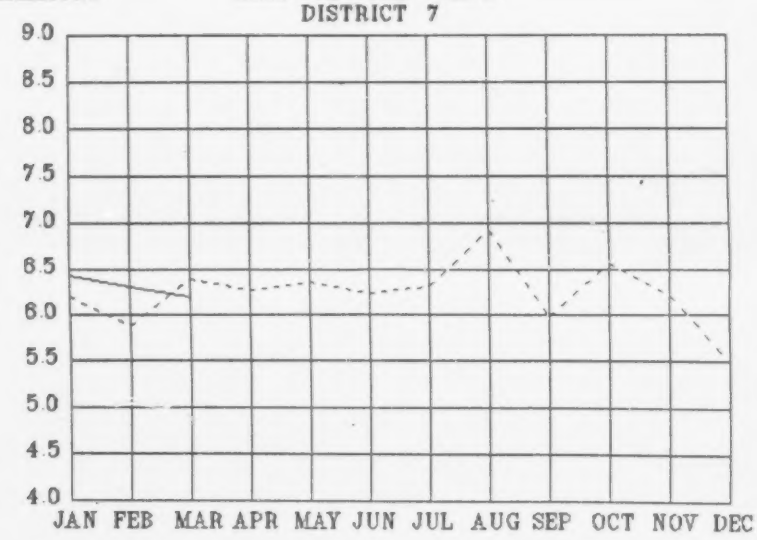
1990 - - - -

1991 _____

		JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC
Gain or Loss	Monthly	-3.8	-1.0	-12.2									
% Change	Cumulative	-3.8	-2.4	- 5.9									

MILLIONS

ARIZ.-CA.-ORE.-WASH.
DISTRICT 7



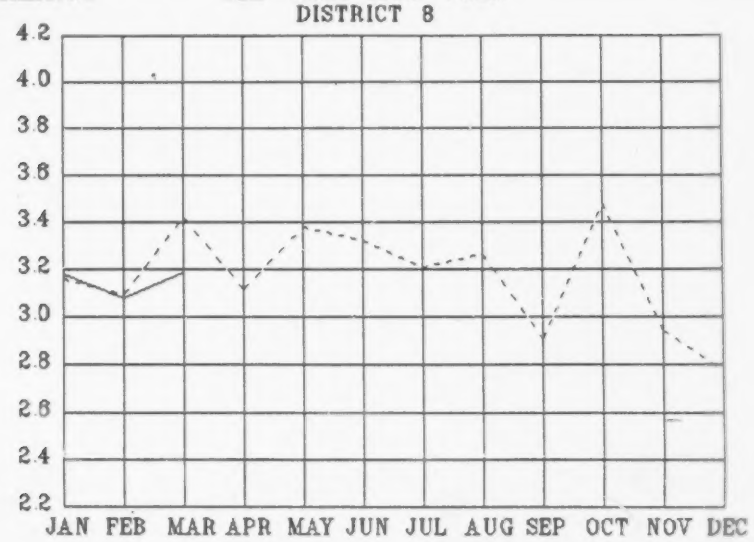
1990 - - - -

1991 _____

		JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC
Gain or Loss	Monthly	3.7	7.5	-3.2									
% Change	Cumulative	3.7	5.5	2.5									

MILLIONS

TEX.-OKLA.-ARK.-COLO.
DISTRICT 8



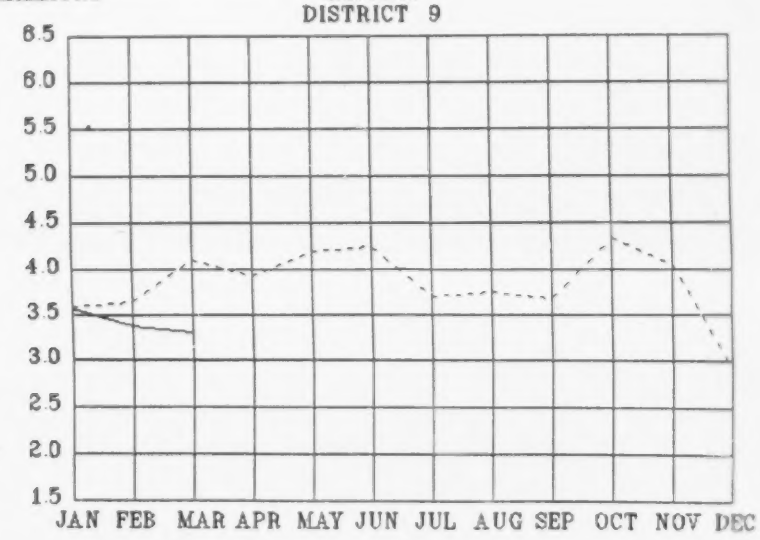
1990 - - - -

1991 ——

		JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC
Gain or Loss	Monthly	0.6	-0.5	-6.9									
% Change	Cumulative	0.6	0.1	-2.4									

MILLIONS

CANADA
DISTRICT 9



1990 - - - -

1991 ——

		JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC
Gain or Loss	Monthly	0.4	-7.3	-19.4									
% Change	Cumulative	-0.4	-3.9	- 9.5									

A6376-1

MASTER CRAFTSMEN
METAL TREATING INSTITUTE

news release

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FOR RELEASE: IMMEDIATELY

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SALES FOR COMMERCIAL HEAT TREATERS DROP 3.2% IN APRIL

The Metal Treating Industry posted sales of $47.4 million in April, down 3.2% from April 1990 when sales reached $48.9 million.

Through April of 1991, billings for the industry totaled $185.3 million. This is 4.8% below the same period in 1990 when billings amounted to $194.5 million.

Four MTI Districts exceeded their April 1990 performance. Three districts are ahead of their 1990 year-to-date total.

A summary of percentage change by geographic regions follows:

	District	Apr 91 vs. Apr 90	Total 1991 vs. 1990
1	New England (MA-RI-CT)	9.1	4.4
2	Middle Atlantic (NY-NJ-E.PA-MD)	7.2	0.1
3	South Central (W.PA-OH-IN-KY)	- 2.5	- 5.1
4	Michigan	-19.0	-17.2
5	Southeast (VA-NC-SC-GA-AL-TN-FL)	6.3	- 4.3
6	North Central (IL-WI-MN-MO-IA)	- 4.5	- 4.9
7	Pacific Coast (CA-AZ-ORE-WASH)	2.4	2.4
8	Southwest (TX-OK-AR-CO-LA-UT)	- 8.7	- 4.0
9	Canada	- 6.0	- 8.6

METAL TREATING INSTITUTE
302 THIRD STREET, SUITE 1
NEPTUNE BEACH, FLORIDA 32266-5138
ANALYSIS OF NATIONAL BILLINGS

APRIL, 1991

BILLINGS FOR MONTH

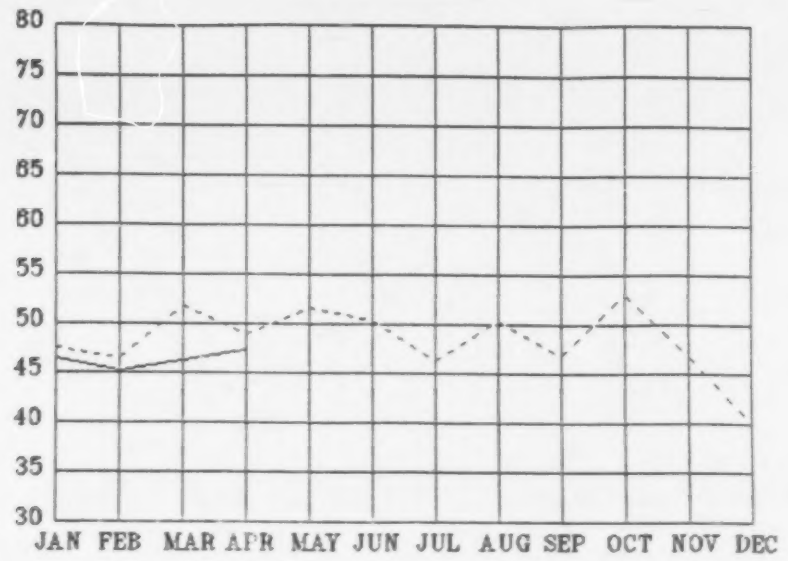
	Participating Members	Billings For Month -In Thousands-			Monthly % Of Billings	
		1990	1991	%	1990	1991
Total	215	48933.5	47387.1	- 3.2	100.0	100.0
Dist. 1	15	2800.0	3054.1	9.1	5.7	6.4
Dist. 2	28	4631.1	4965.8	7.2	9.5	10.5
Dist. 3	43	9474.9	9234.3	- 2.5	19.4	19.5
Dist. 4	25	6655.5	5389.2	-19.0	13.6	11.4
Dist. 5	17	2485.5	2641.8	6.3	5.1	5.6
Dist. 6	33	9572.8	9144.1	- 4.5	19.6	19.3
Dist. 7	23	6262.8	6414.4	2.4	12.8	13.5
Dist. 8	17	3115.4	2843.6	- 8.7	6.4	6.0
Dist. 9	14	3935.5	3699.3	- 6.0	8.0	7.8
Foreign	0					

BILLINGS TO DATE

	Billings To Date -In Thousands-			To Date % Of Billings	
	1990	1991	%	1990	1991
Total	194503.8	185262.1	- 4.8	100.0	100.0
Dist. 1	11386.9	11883.9	4.4	5.9	6.4
Dist. 2	18901.7	18928.0	0.1	9.7	10.2
Dist. 3	38424.0	36474.6	- 5.1	19.8	19.7
Dist. 4	25104.7	20789.8	-17.2	12.9	11.2
Dist. 5	10590.4	10133.2	- 4.3	5.4	5.5
Dist. 6	37317.7	35497.4	- 4.9	19.2	19.2
Dist. 7	24728.7	25327.3	2.4	12.7	13.7
Dist. 8	12785.2	12277.5	- 4.0	6.6	6.6
Dist. 9	15264.6	13950.5	- 8.6	7.8	7.5

MILLIONS

NATIONAL BILLINGS



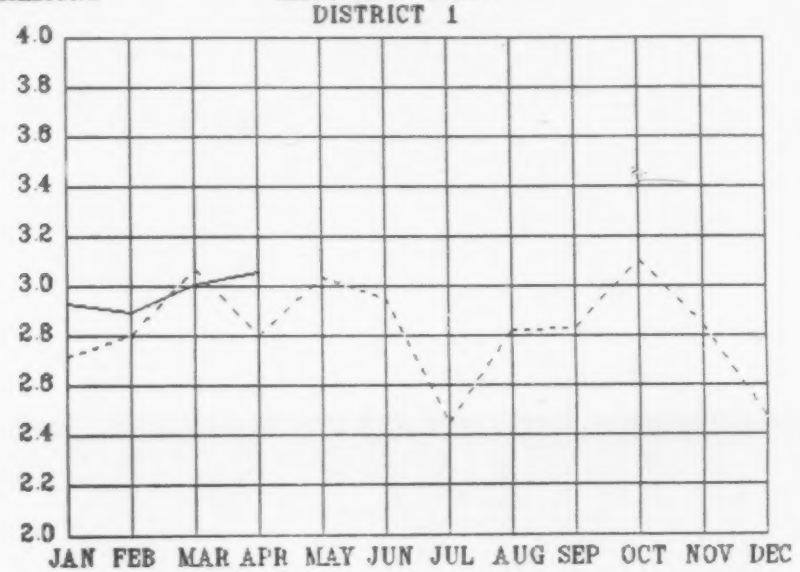
1990 - - - -

1991 ———

		JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC
Gain or Loss	Monthly	-1.9	-2.6	-10.8	-3.2								
% Change	Cumulative	-1.9	-2.2	- 5.3	-4.8								

MILLIONS

MASS-R.I.-CONN. DISTRICT 1



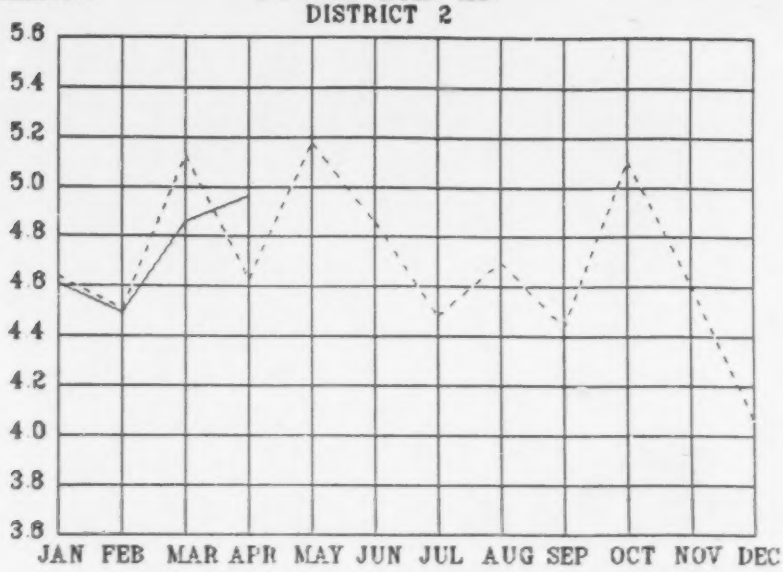
1990 - - - -

1991 ———

		JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC
Gain or Loss	Monthly	7.9	3.5	-2.2	9.1								
% Change	Cumulative	7.9	5.6	2.8	4.4								

MILLIONS

N.Y.-N.J.-E.PA.-MD.
DISTRICT 2



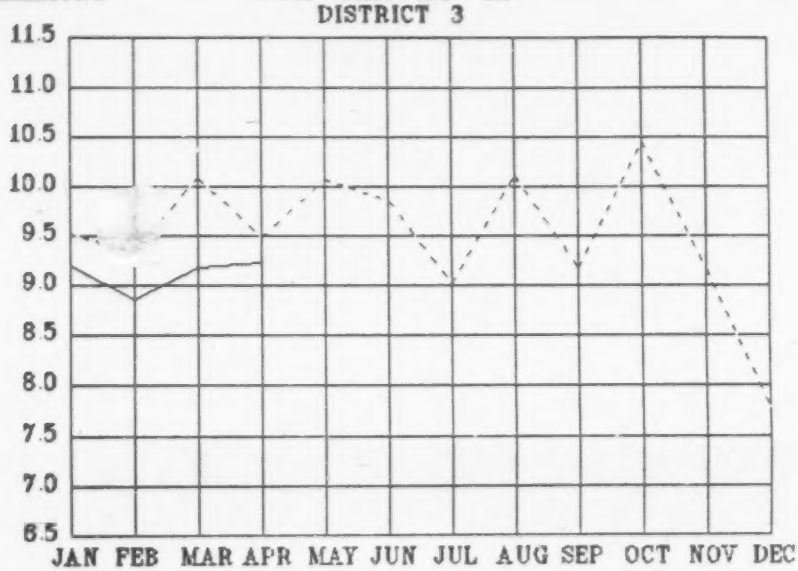
1990 - - - -

1991 ———

		JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC
Gain or Loss	Monthly	-0.6	-0.3	-5.3	7.2								
% Change	Cumulative	-0.6	-0.4	-2.2	0.1								

MILLIONS

W PA -OHIO-IND.-KY.
DISTRICT 3



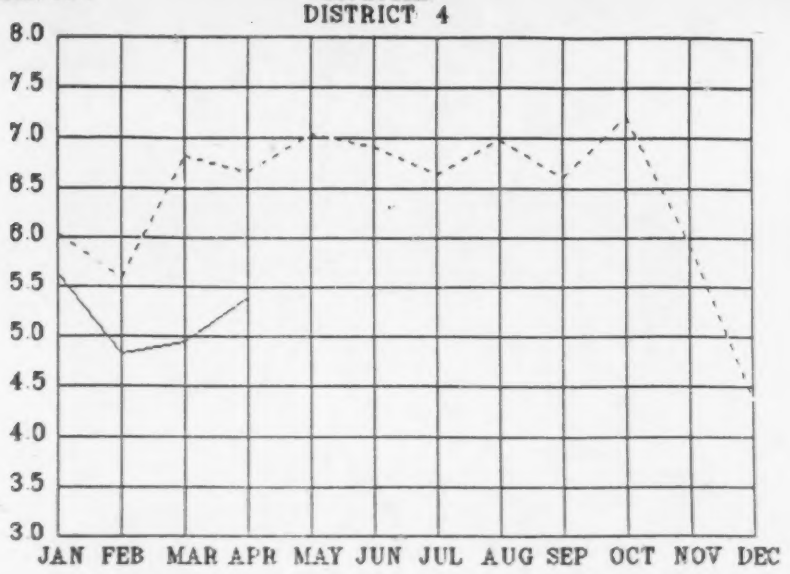
1990 - - - -

1991 ———

		JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC
Gain or Loss	Monthly	-3.3	-5.1	-9.1	-2.5								
% Change	Cumulative	-3.3	-4.2	-5.9	-5.1								

MILLIONS

MICHIGAN
DISTRICT 4



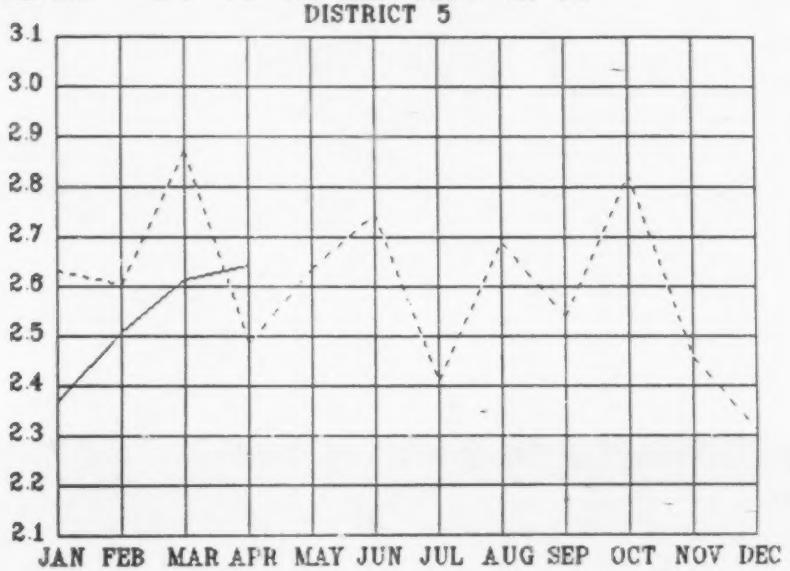
1990 - - - -

1991 _____

		JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC
Gain or Loss	Monthly	-6.9	-13.7	-27.4	-19.0								
% Change	Cumulative	-6.9	-10.2	-16.5	-17.2								

MILLIONS

N.C.-S.C.-GA.-ALA.-TENN.-VA.-FL.
DISTRICT 5



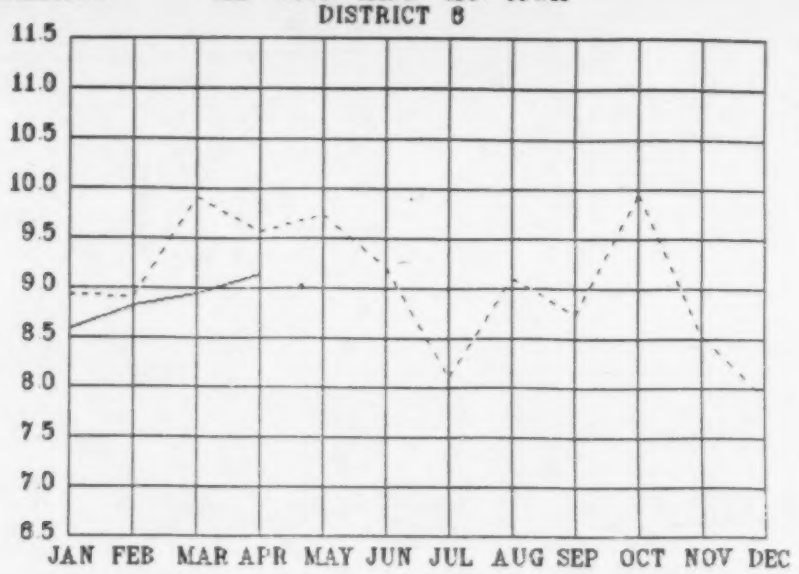
1990 - - - -

1991 _____

		JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC
Gain or Loss	Monthly	-9.9	-3.8	-8.9	6.3								
% Change	Cumulative	-9.9	-6.9	-7.6	-4.3								

MILLIONS

ILL.-WISC.-MINN.-MO.-IOWA
DISTRICT 8



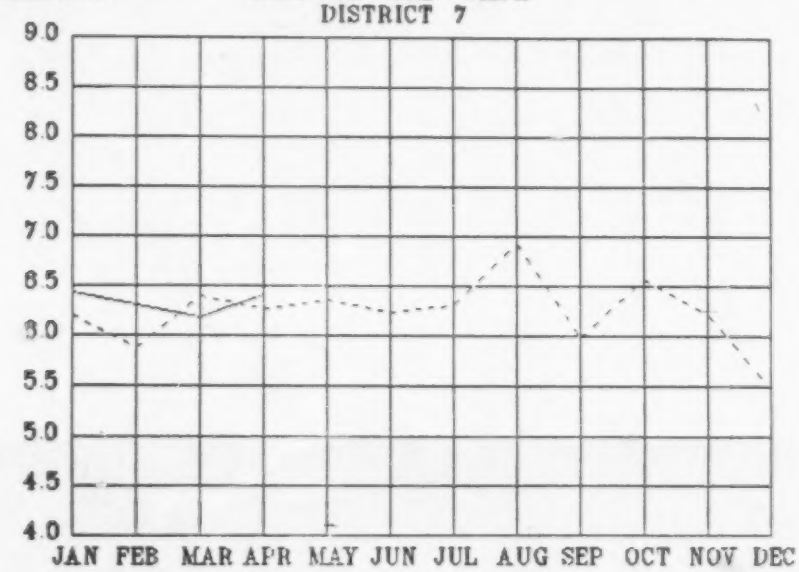
1990 - - - -

1991 ———

		JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC
Gain or Loss	Monthly	-3.8	-1.0	-9.7	-4.5								
% Change	Cumulative	-3.8	-2.4	-5.0	-4.9								

MILLIONS

ARIZ.-CA.-ORE.-WASH.
DISTRICT 7



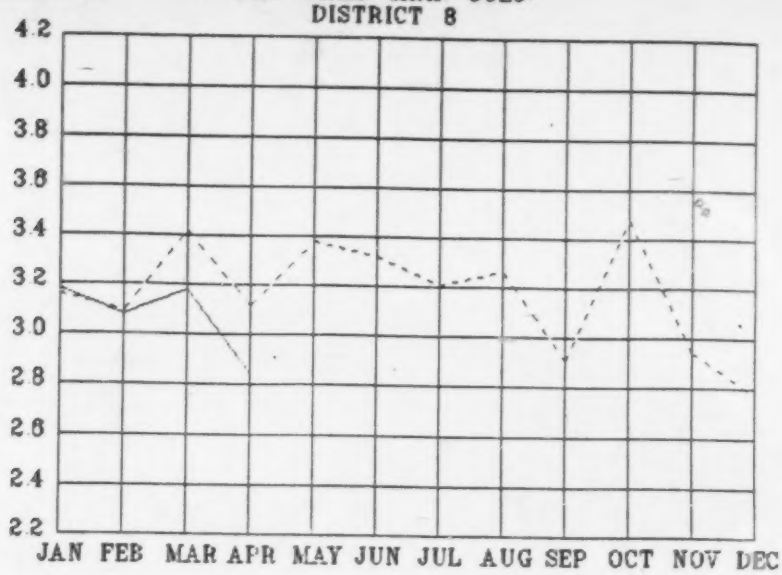
1990 - - - -

1991 ———

		JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC
Gain or Loss	Monthly	3.7	7.5	-3.5	2.4								
% Change	Cumulative	3.7	5.5	2.4	2.4								

MILLIONS

TEX.-OKLA.-ARK.-COLO
DISTRICT 8



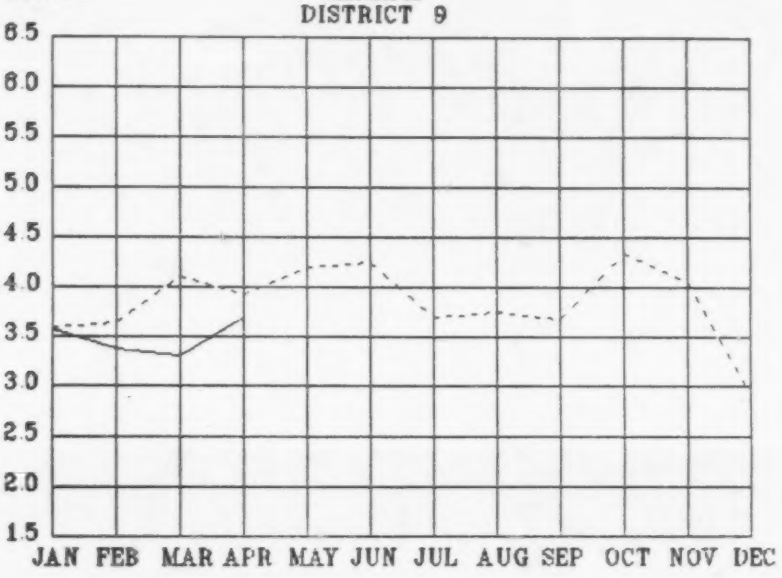
1990 - - - -

1991 ———

		JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC
Gain or Loss	Monthly	0.6	-0.5	-7.0	-8.7								
% Change	Cumulative	0.6	0.1	-2.4	-4.0								

MILLIONS

CANADA
DISTRICT 9



1990 - - - -

1991 ———

		JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC
Gain or Loss	Monthly	-0.4	-7.3	-19.4	-6.0								
% Change	Cumulative	-0.4	-3.9	- 9.5	-8.6								

A6376-1

news release

INTERNATIONAL TRADE ASSOCIATION OF COMMERCIAL HEAT TREATERS
302 3rd. Street, Suite 1, Neptune Beach, FL 32233

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FOR RELEASE: IMMEDIATELY

METAL TREATING INDUSTRY
MAY SALES DIP 6.9%

The Metal Treating Industry registered sales of $46.8 million in May. This compares to $50.3 million in May 1990. This marks the seventh month in a row that monthly sales have been below the previous year.

For the first five months of 1991 billings totaled $227.3 million, down 4.8% from the same period in 1990 when billings reached $238.7 million.

Only one MTI District topped May 1990 sales. Three Districts outpaced their 1990 year-to-date total.

A summary of percentage change by geographic regions follows:

	District	May 91 vs. May 90	Total 1991 vs. 1990
1	New England (MA-RI-CT)	- 0.7	4.0
2	Middle Atlantic (NY-NJ-E.PA-MD)	- 0.5	1.9
3	South Central (W.PA-OH-IN-KY)	-10.8	- 5.7
4	Michigan	-17.1	-17.2
5	Southeast (VA-NC-SC-GA-AL-TN-FL)	5.9	- 2.8
6	North Central (IL-WI-MN-MO-IA)	- 7.9	- 5.5
7	Pacific Coast (CA-AZ-ORE-WASH)	- 0.1	1.9
8	Southwest (TX-OK-AR-CO-LA-UT)	- 1.1	- 1.3
9	Canada	-14.2	- 9.6

METAL TREATING INSTITUTE
302 THIRD STREET, SUITE 1
NEPTUNE BEACH, FLORIDA 32266-5138
ANALYSIS OF NATIONAL BILLINGS

MAY, 1991

BILLINGS FOR MONTH

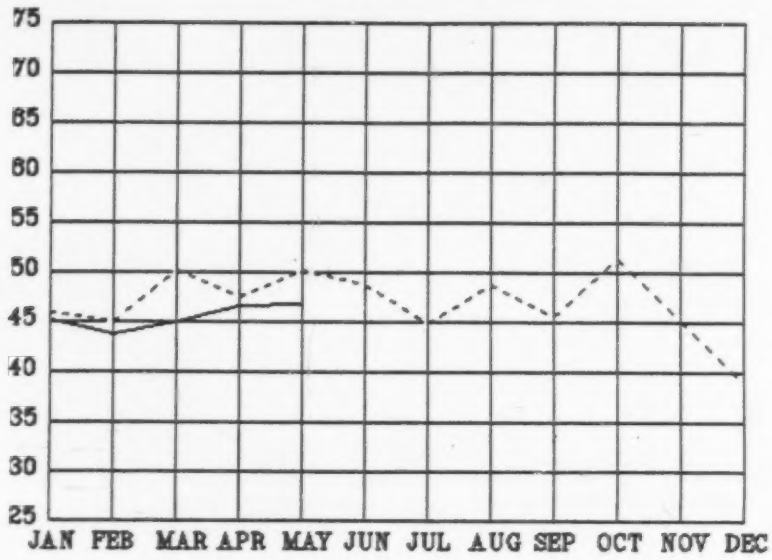
	Participating Members	Billings For Month -In Thousands-			Monthly % Of Billings	
		1990	1991	%	1990	1991
Total	213	50265.1	46793.8	- 6.9	100.0	100.0
Dist. 1	14	2969.1	2948.7	- 0.7	5.9	6.3
Dist. 2	27	4882.1	4856.8	- 0.5	9.7	10.4
Dist. 3	42	9046.4	8071.1	-10.8	18.0	17.2
Dist. 4	25	7028.3	5827.6	-17.1	14.0	12.5
Dist. 5	18	2671.6	2829.3	5.9	5.3	6.0
Dist. 6	33	9727.0	8962.1	- 7.9	19.4	19.2
Dist. 7	23	6365.4	6358.9	- 0.1	12.7	13.6
Dist. 8	17	3376.3	3338.4	- 1.1	6.7	7.1
Dist. 9	14	4198.9	3600.7	-14.2	8.4	7.7
Foreign	0					

BILLINGS TO DATE

	Billings To Date -In Thousands-			To Date % Of Billings	
	1990	1991	%	1990	1991
Total	238654.1	227256.9	- 4.8	100.0	100.0
Dist. 1	14132.6	14696.3	4.0	5.9	6.5
Dist. 2	22513.7	22938.9	1.9	9.4	10.1
Dist. 3	42656.1	40239.4	- 5.7	17.9	17.7
Dist. 4	32133.1	26617.5	-17.2	13.5	11.7
Dist. 5	13455.0	13073.9	- 2.8	5.6	5.8
Dist. 6	47044.7	44459.4	- 5.5	19.7	19.6
Dist. 7	31094.0	31686.3	1.9	13.0	13.9
Dist. 8	16161.5	15956.6	- 1.3	6.8	7.0
Dist. 9	19463.5	17588.5	- 9.6	8.2	7.7

MILLIONS

NATIONAL BILLINGS



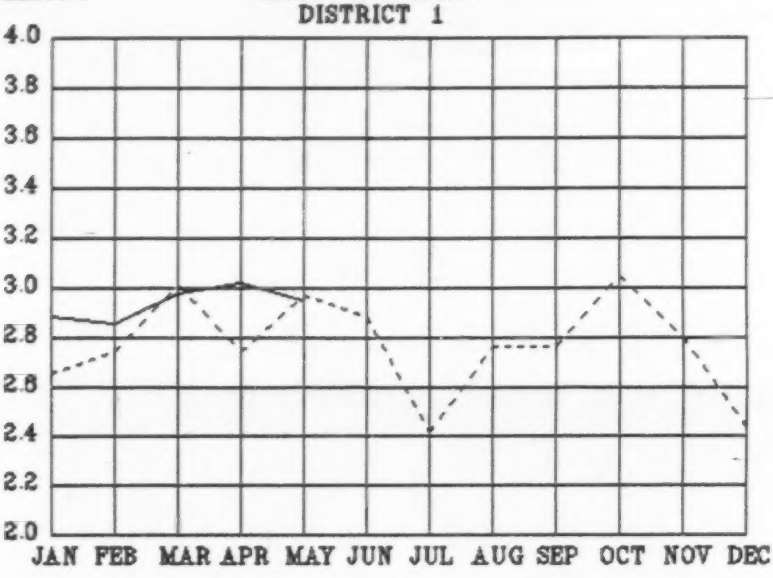
1990 - - - -

1991 ———

		JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC
Gain or Loss	Monthly	-1.5	-2.5	-10.3	-1.9	-6.9							
% Change	Cumulative	-1.5	-2.0	- 5.0	-4.2	-4.8							

MILLIONS

MASS.-R.I.-CONN.
DISTRICT 1



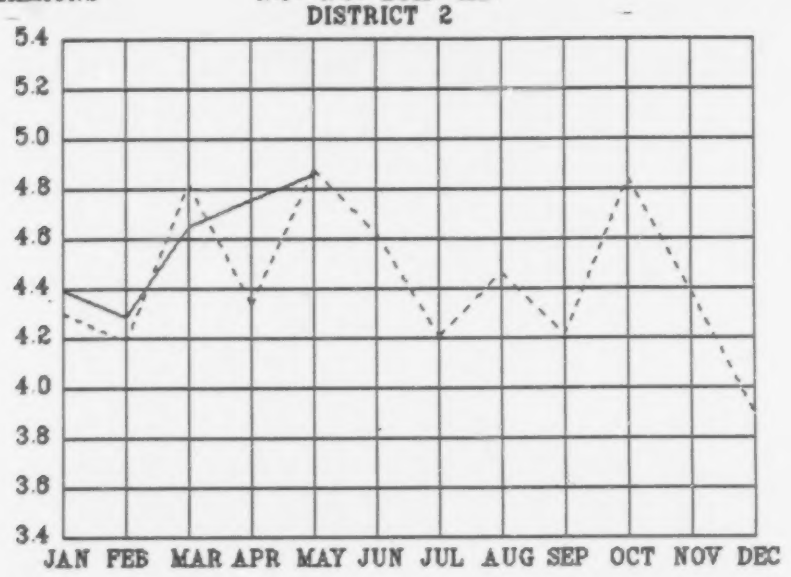
1990 - - - -

1991 ———

		JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC
Gain or Loss	Monthly	8.6	4.2	-1.3	10.2	-0.7							
% Change	Cumulative	8.6	6.4	3.6	5.2	4.0							

MILLIONS

N.Y.-N.J.-E.PA.-MD.
DISTRICT 2



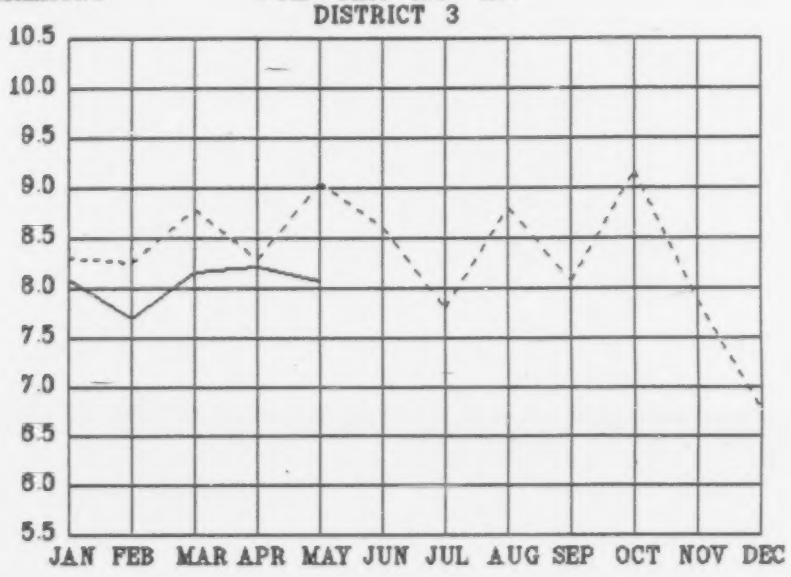
1990 - - - -

1991 ———

		JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC
Gain or Loss	Monthly	2.2	2.4	-3.5	9.8	-0.5							
% Change	Cumulative	2.2	2.3	0.2	2.6	1.9							

MILLIONS

W.PA.-OHIO-IND.-KY.
DISTRICT 3



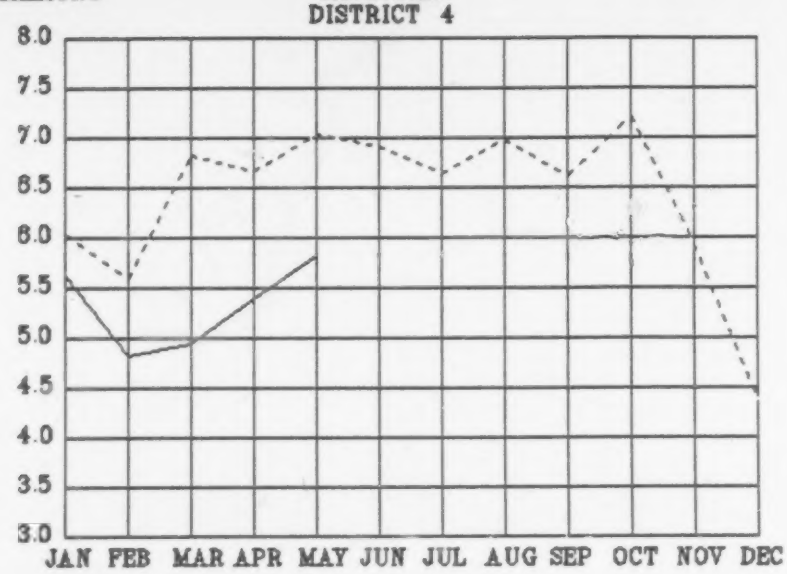
1990 - - - -

1991 ———

		JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC
Gain or Loss	Monthly	-2.6	-6.5	-7.0	-0.9	-10.8							
% Change	Cumulative	-2.6	-4.5	-5.4	-4.3	- 5.7							

MILLIONS

MICHIGAN
DISTRICT 4



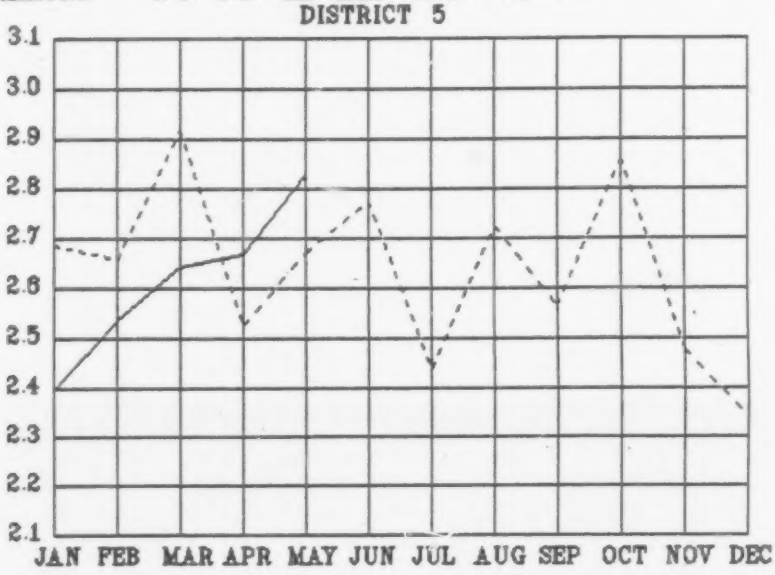
1990 - - - -

1991 ———

		JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC
Gain or Loss	Monthly	-6.9	-13.7	-27.4	-19.0	-17.1							
% Change	Cumulative	-6.9	-10.2	-16.5	-17.2	-17.2							

MILLIONS

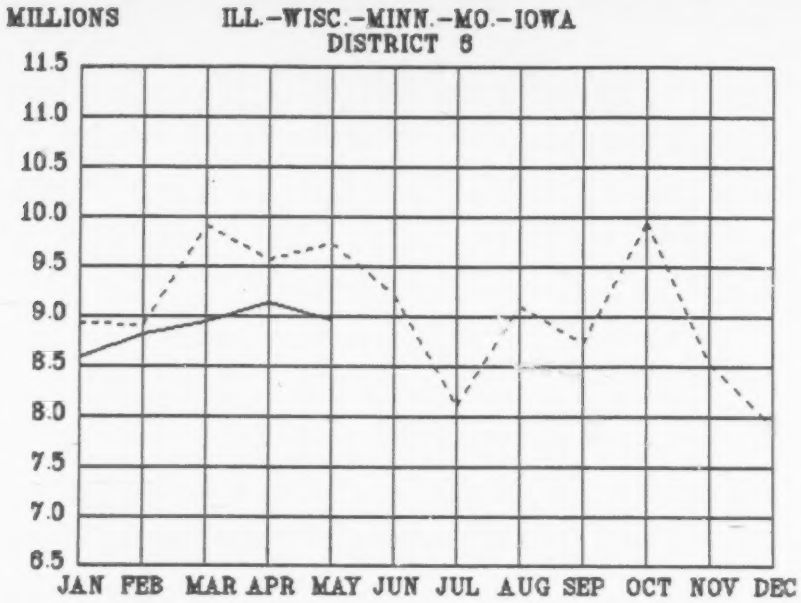
N.C.-S.C.-GA.-ALA.-TENN.-VA.-FL.
DISTRICT 5



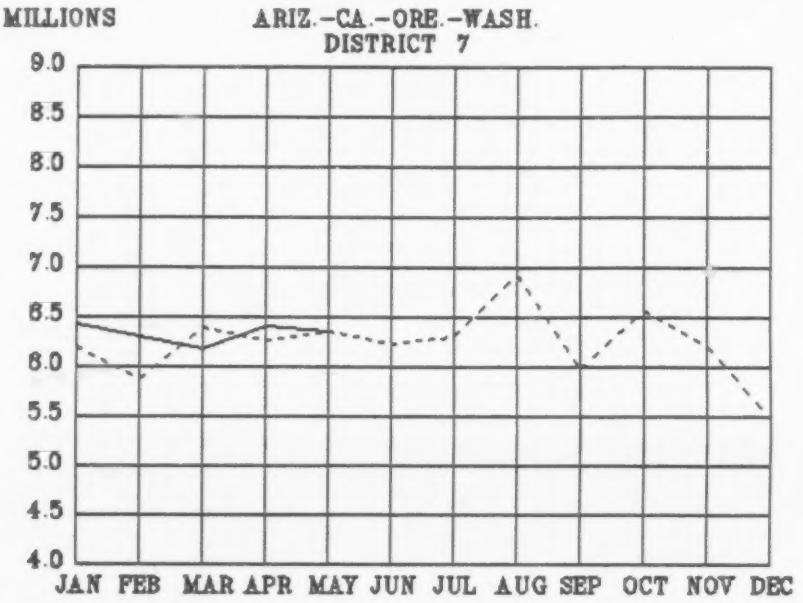
1990 - - - -

1991 ———

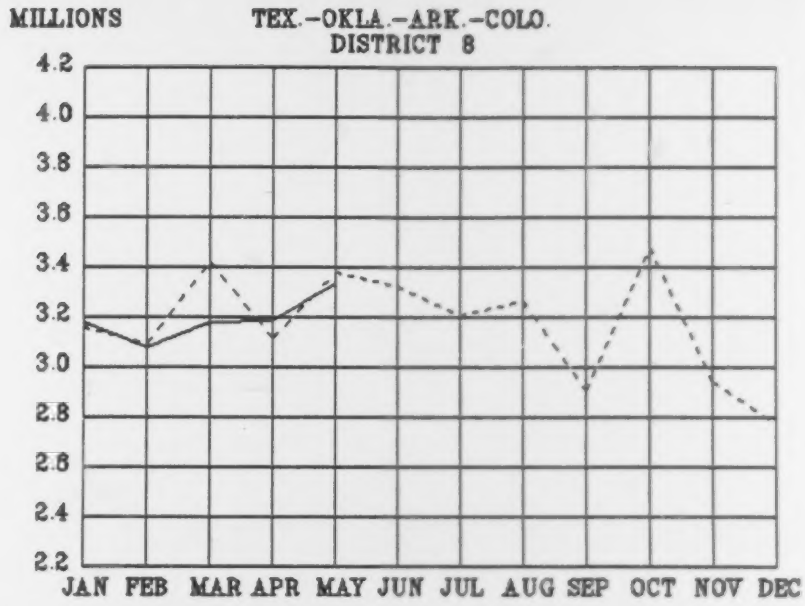
		JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC
Gain or Loss	Monthly	-10.8	-4.5	-9.4	5.6	5.9							
% Change	Cumulative	-10.8	-7.6	-8.2	-5.0	-2.8							



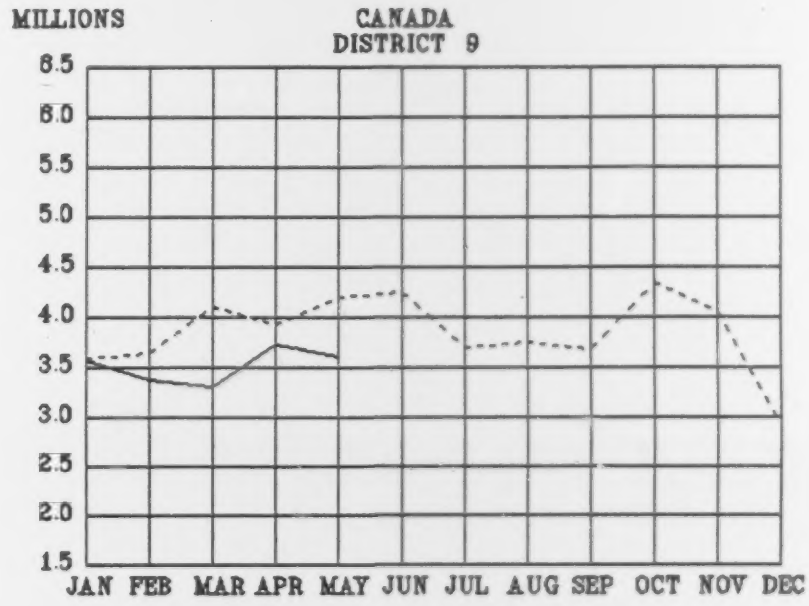
		JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC
Gain or Loss	Monthly	-3.8	-1.0	-8.7	-4.5	-7.9							
% Change	Cumulative	-3.8	-2.4	-5.0	-4.9	-5.5							



		JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC
Gain or Loss	Monthly	3.7	7.5	-3.5	2.4	-0.1							
% Change	Cumulative	3.7	5.5	2.4	2.4	1.9							



		JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC
Gain or Loss	Monthly	0.6	-0.5	-7.0	2.2	-1.1							
% Change	Cumulative	0.6	0.1	-2.4	-1.3	-1.3							



		JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC
Gain or Loss	Monthly	-0.4	-7.3	-19.4	-5.1	-14.2							
% Change	Cumulative	-0.4	-3.9	- 9.5	-8.4	- 9.6							

A6376-1

MASTER CRAFTSMEN
METAL TREATING INSTITUTE

news release

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FOR RELEASE: IMMEDIATELY

FIRST HALF OF 1991 FINDS METAL TREATING SALES DOWN 5.5%

Sales for the first half of 1991 amounted to $271.8 million, compared to $287.5 million for the same period in 1990.

For the month of July, Commercial Heat Treaters tallied billings of $44.4 million, off 9% from July 1990 when billings reached $48.8 million.

All nine MTI Districts were below July 1990's sales. Three Districts had a better first half performance in 1991.

A summary of percentage change by geographic regions follows:

	District	Jun 91 vs. Jun 90	Total 1991 vs. 1990
1	New England (MA-RI-CT)	- 3.2	2.8
2	Middle Atlantic (NY-NJ-E.PA-MD)	- 0.7	1.5
3	South Central (W.PA-OH-IN-KY)	-10.3	- 6.4
4	Michigan	-15.5	-16.9
5	Southeast (VA-NC-SC-GA-AL-TN-FL)	- 1.0	- 2.5
6	North Central (IL-WI-MN-MO-IA)	- 6.9	- 5.5
7	Pacific Coast (CA-AZ-ORE-WASH)	- 6.3	0.5
8	Southwest (TX-OK-AR-CO-LA-UT)	-10.0	- 2.8
9	Canada	-22.1	-11.9

METAL TREATING INSTITUTE
302 THIRD STREET, SUITE 1
NEPTUNE BEACH, FLORIDA 32266-5138
ANALYSIS OF NATIONAL BILLINGS

JUNE, 1991

BILLINGS FOR MONTH

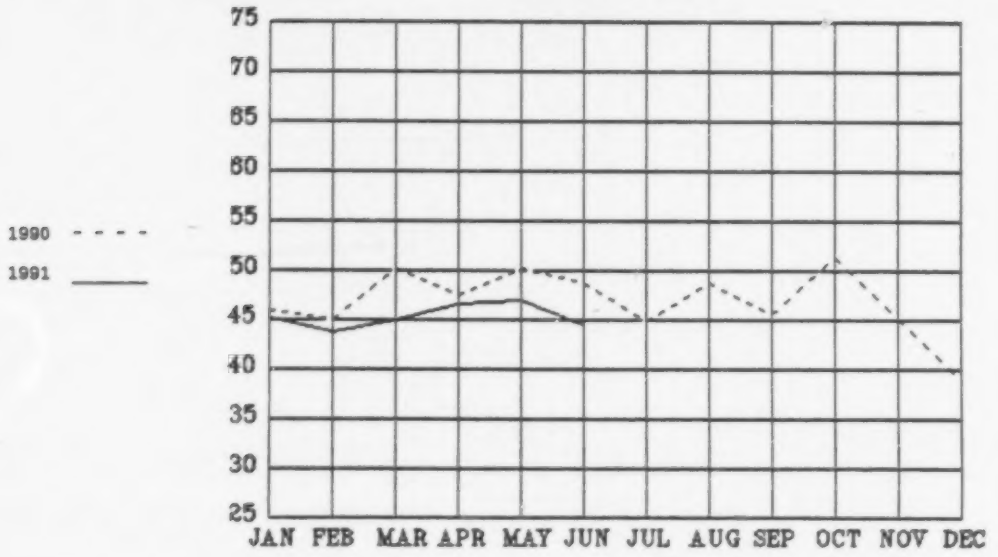
	Participating Members	Billings For Month -In Thousands-			Monthly % Of Billings	
		1990	1991	%	1990	1991
Total	213	48833.9	44425.3	- 9.0	100.0	100.0
Dist. 1	14	2883.4	2789.9	- 3.2	5.9	6.3
Dist. 2	27	4619.4	4588.4	- 0.7	9.5	10.3
Dist. 3	42	8610.9	7721.2	-10.3	17.6	17.4
Dist. 4	25	6913.6	5838.9	-15.5	14.2	13.1
Dist. 5	18	2776.1	2748.3	- 1.0	5.7	6.2
Dist. 6	33	9219.0	8586.9	- 6.9	18.9	19.3
Dist. 7	23	6239.3	5848.2	- 6.3	12.8	13.2
Dist. 8	17	3320.3	2989.2	-10.0	6.8	6.7
Dist. 9	14	4251.9	3314.2	-22.1	8.7	7.5
Foreign	0			—		

BILLINGS TO DATE

	Billings To Date -In Thousands-			To Date % Of Billings	
	1990	1991	%	1990	1991
Total	287488.2	271817.4	- 5.5	100.0	100.0
Dist. 1	17016.0	17486.2	2.8	5.9	6.4
Dist. 2	27133.1	27527.4	1.5	9.4	10.1
Dist. 3	51267.0	47960.7	- 6.4	17.8	17.6
Dist. 4	39046.6	32456.4	-16.9	13.6	11.9
Dist. 5	16231.1	15822.2	- 2.5	5.6	5.8
Dist. 6	56263.7	53181.7	- 5.5	19.6	19.6
Dist. 7	37333.4	37534.5	0.5	13.0	13.8
Dist. 8	19481.8	18945.8	- 2.8	6.8	7.0
Dist. 9	23715.4	20902.7	-11.9	8.2	7.7

MILLIONS

NATIONAL BILLINGS



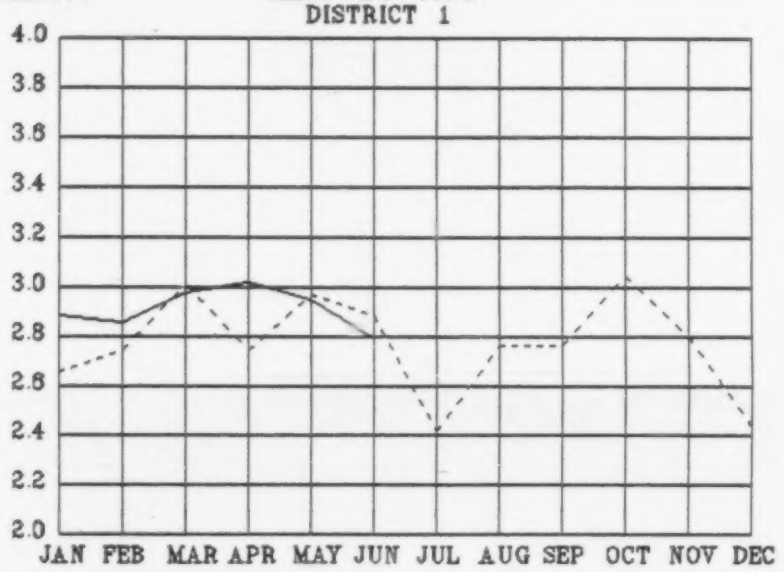
1990 - - - -

1991 ———

		JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC
Gain or Loss	Monthly	-1.5	-2.5	-10.3	-1.9	-6.6	-9.9						
% Change	Cumulative	-1.5	-2.0	-5.0	-4.2	-4.7	-5.5						

MILLIONS

MASS.-R.I.-CONN. DISTRICT 1



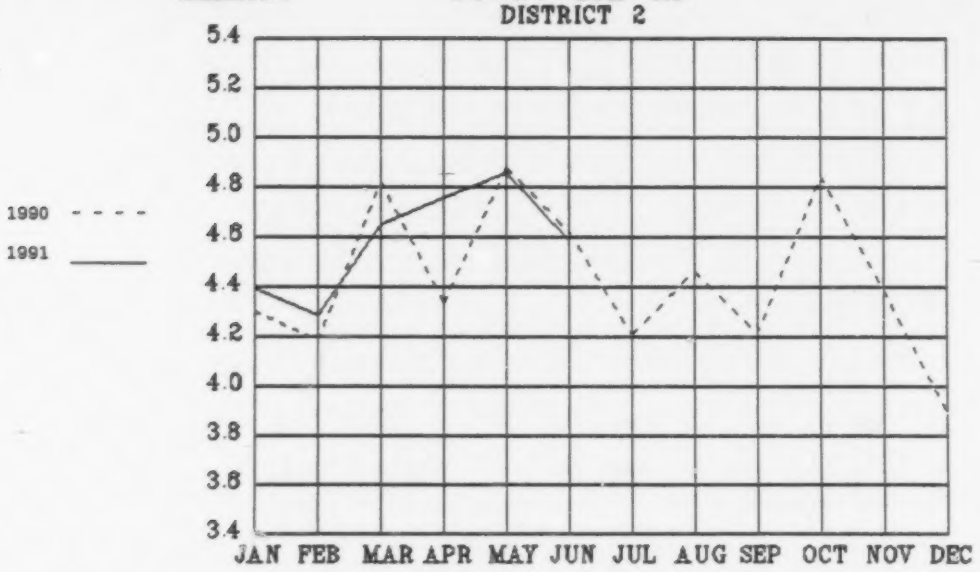
1990 - - - -

1991 ———

		JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC
Gain or Loss	Monthly	8.6	4.2	-1.3	10.2	-0.7	-3.2						
% Change	Cumulative	8.6	6.4	3.6	5.2	4.0	2.8						

MILLIONS

N.Y.-N.J.-E.PA.-MD.
DISTRICT 2



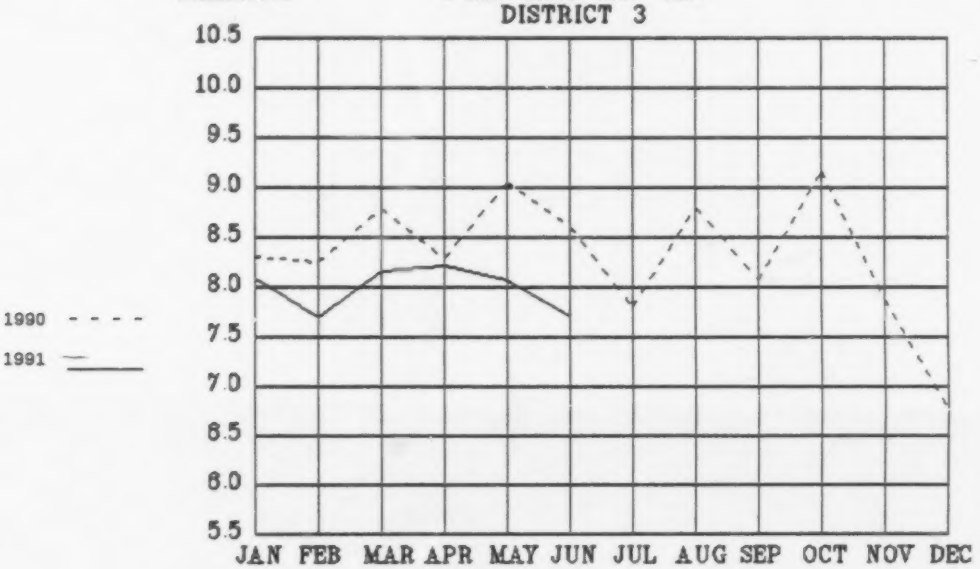
1990 - - - -

1991 ———

		JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC
Gain or Loss	Monthly	2.2	2.4	-3.5	9.8	-0.5	-0.7						
% Change	Cumulative	2.2	2.3	0.2	2.6	1.9	1.5						

MILLIONS

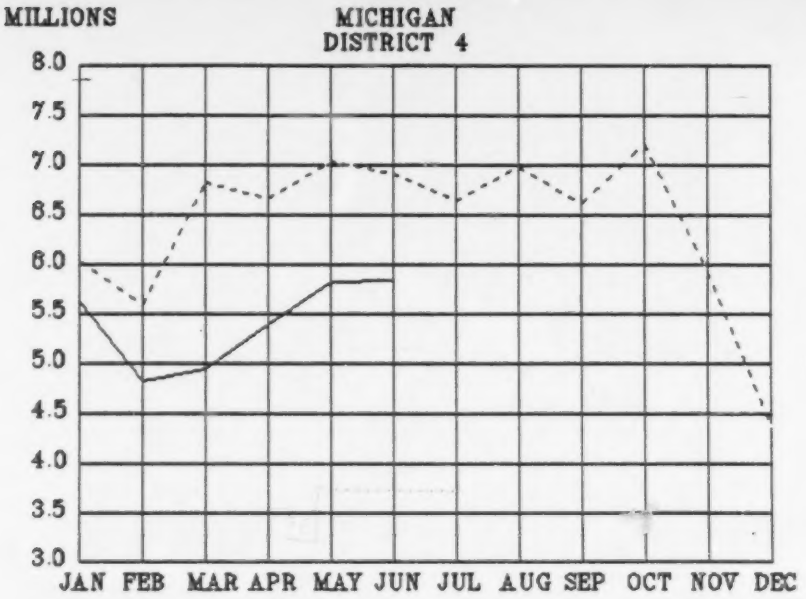
W.PA.-OHIO-IND.-KY.
DISTRICT 3



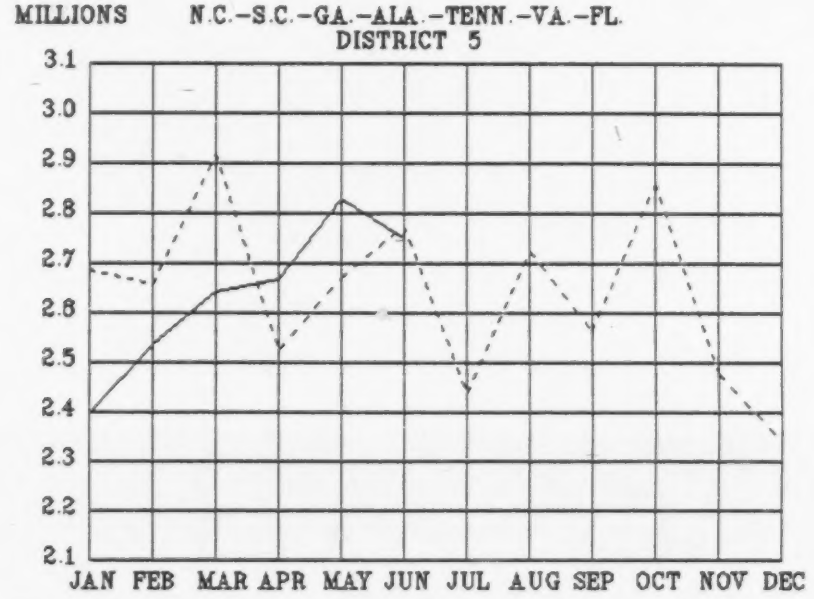
1990 - - - -

1991 ———

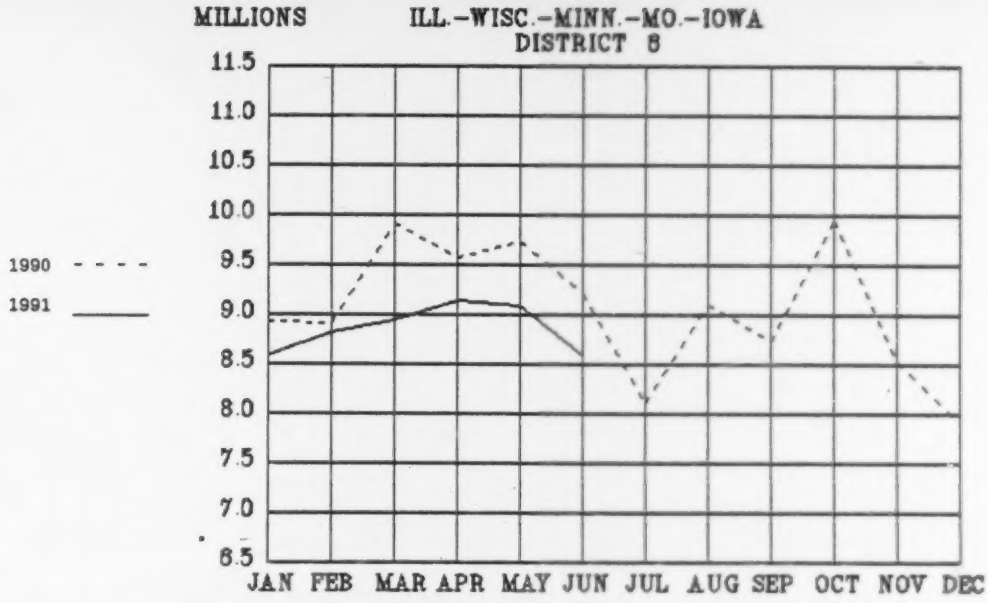
		JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC
Gain or Loss	Monthly	-2.6	-6.5	-7.0	-0.9	-10.8	-10.3						
% Change	Cumulative	-2.6	-4.5	-5.4	-4.3	- 5.7	- 6.4						



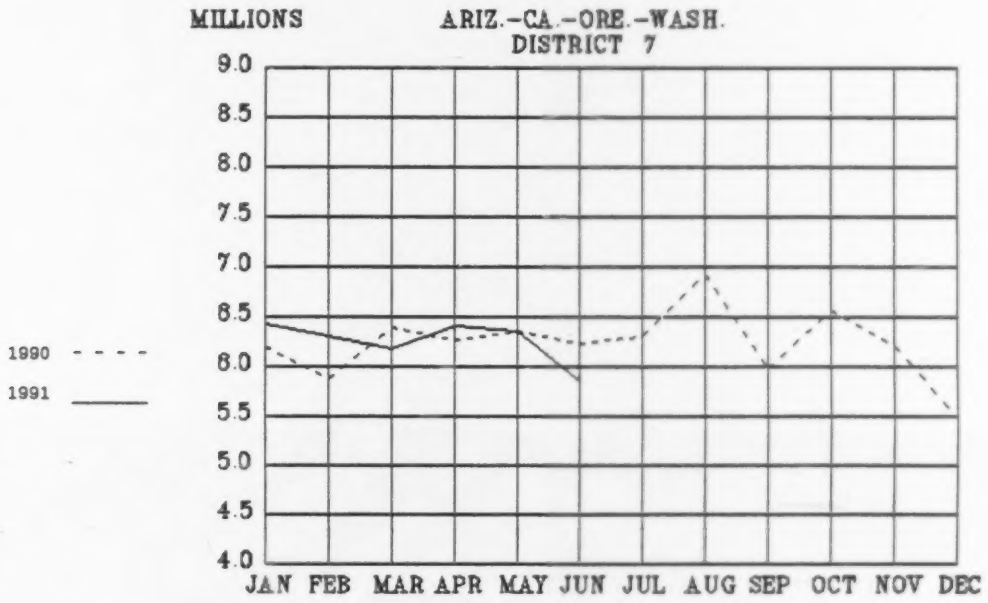
		JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC
Gain or Loss	Monthly	-6.9	-13.7	-27.4	-19.0	-17.1	-15.5						
% Change	Cumulative	-6.9	-10.2	-16.5	-17.2	-17.2	-16.9						



		JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC
Gain or Loss	Monthly	-10.8	-4.5	-9.4	5.6	5.9	-1.0						
% Change	Cumulative	-10.8	-7.6	-8.2	-5.0	-2.8	-2.5						



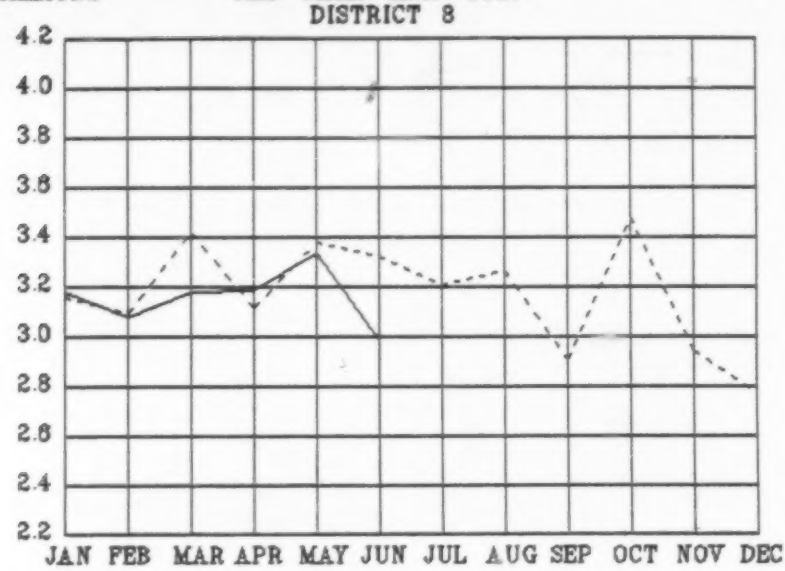
		JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC
Gain or Loss	Monthly	-3.8	-1.0	-9.7	-4.5	-6.5	-6.9						
% Change	Cumulative	-3.8	-2.4	-5.0	-4.9	-5.2	-5.5						



		JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC
Gain or Loss	Monthly	3.7	7.5	-3.5	2.4	-0.1	-6.3						
% Change	Cumulative	3.7	5.5	2.4	2.4	1.9	0.5						

MILLIONS

TEX.-OKLA.-ARK.-COLO.
DISTRICT 8



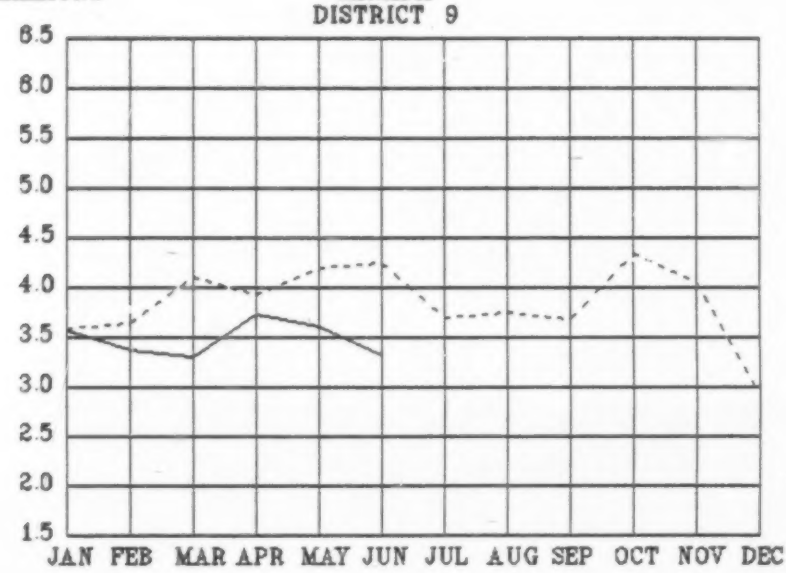
1990 - - - -

1991 ———

		JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC
Gain or Loss	Monthly	0.6	-0.5	-7.0	2.2	-1.1	-10.0						
% Change	Cumulative	0.6	0.1	-2.4	-1.3	-1.3	- 2.8						

MILLIONS

CANADA
DISTRICT 9



1990 - - - -

1991 ———

		JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC
Gain or Loss	Monthly	-0.4	-7.3	-19.4	-5.1	-14.2	-22.1						
% Change	Cumulative	-0.4	-3.9	- 9.5	-8.4	- 9.6	-11.9						

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MASTER CRAFTSMEN
METAL TREATING INSTITUTE

news release

INTERNATIONAL TRADE ASSOCIATION OF COMMERCIAL HEAT TREATERS
302 3rd. Street, Suite 1, Neptune Beach, FL 32233

FOR RELEASE: IMMEDIATELY

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METAL TREATING INDUSTRY SHOWS 5.7% DECLINE IN JULY SALES

July 1991 billings for the industry were $42.3 million. This compares to $44.8 million for the same month in 1990. This is the ninth straight month of declining performance.

For the year-to-date, 1991's sales for Commercial Heat Treaters reached $314.2 million, 5.5% below the 1990 figure for this period of $332.3 million.

One-third of MTI's nine Districts are above July 1990's sales. For the year-to-date, two Districts are ahead of 1990.

A summary of percentage change by geographic regions follows:

	District	Jul 91 vs. Jul 90	Total 1991 vs. 1990
1	New England (MA-RI-CT)	4.9	3.1
2	Middle Atlantic (NY-NJ-E.PA-MD)	0.5	1.3
3	South Central (W.PA-OH-IN-KY)	- 2.0	- 5.9
4	Michigan	-16.0	-16.7
5	Southeast (VA-NC-SC-GA-AL-TN-FL)	3.2	- 1.8
6	North Central (IL-WI-MN-MO-IA)	- 3.0	- 5.2
7	Pacific Coast (CA-AZ-ORE-WASH)	- 4.9	- 0.2
8	Southwest (TX-OK-AR-CO-LA-UT)	- 8.3	- 3.5
9	Canada	-20.1	-12.6

METAL TREATING INSTITUTE
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NEPTUNE BEACH, FLORIDA 32266-5138
ANALYSIS OF NATIONAL BILLINGS

JULY, 1991

BILLINGS FOR MONTH

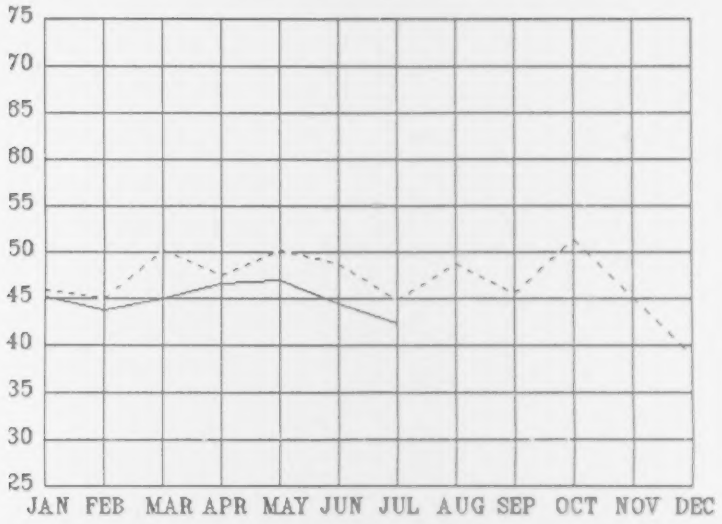
	Participating Members	Billings For Month -In Thousands-			Monthly % Of Billings	
		1990	1991	%	1990	1991
Total	213	44830.6	42269.3	- 5.7	100.0	100.0
Dist. 1	14	2413.9	2531.4	4.9	5.4	6.0
Dist. 2	27	4210.1	4232.3	0.5	9.4	10.0
Dist. 3	42	7808.7	7648.7	- 2.0	17.4	18.1
Dist. 4	25	6646.9	5583.9	-16.0	14.8	13.2
Dist. 5	18	2440.2	2517.6	3.2	5.4	6.0
Dist. 6	33	8105.4	7864.7	- 3.0	18.1	18.6
Dist. 7	23	6302.7	5996.9	- 4.9	14.1	14.2
Dist. 8	17	3208.9	2941.4	- 8.3	7.2	7.0
Dist. 9	14	3693.8	2952.6	-20.1	8.2	7.0
Foreign	0					

BILLINGS TO DATE

	Billings To Date -In Thousands-			To Date % Of Billings	
	1990	1991	%	1990	1991
Total	332318.5	314172.2	- 5.5	100.0	100.0
Dist. 1	19429.9	20039.2	3.1	5.8	6.4
Dist. 2	31343.2	31759.6	1.3	9.4	10.1
Dist. 3	59075.7	55573.0	- 5.9	17.8	17.7
Dist. 4	45693.5	38040.3	-16.7	13.7	12.1
Dist. 5	18671.3	18339.8	- 1.8	5.6	5.8
Dist. 6	64369.1	61046.4	- 5.2	19.4	19.4
Dist. 7	43636.1	43531.4	- 0.2	13.1	13.9
Dist. 8	22690.6	21887.2	- 3.5	6.8	7.0
Dist. 9	27409.2	23955.3	-12.6	8.2	7.6

MILLIONS

NATIONAL BILLINGS



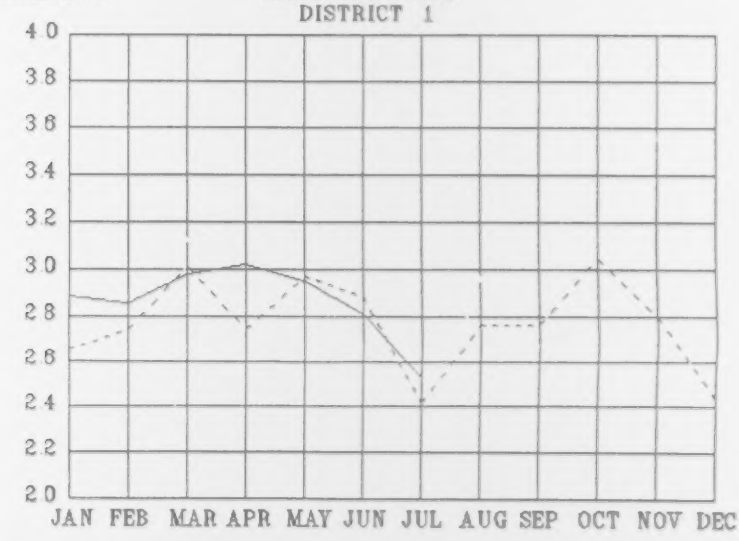
1990 - - - -

1991 ———

		JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC
Gain or Loss	Monthly	-1.5	-2.5	-10.3	-1.9	-6.6	-8.9	-5.7					
% Change	Cumulative	-1.5	-2.0	- 5.0	-4.2	-4.7	-5.4	-5.5					

MILLIONS

MASS.-R.I.-CONN.
DISTRICT 1



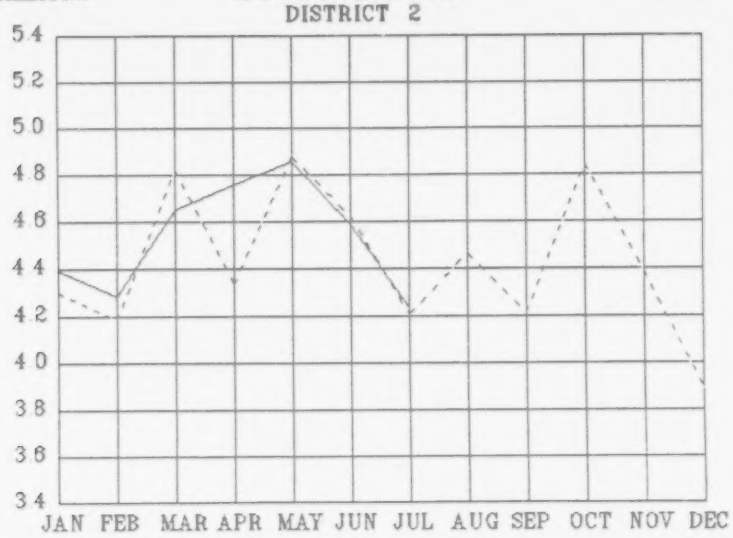
1990 - - - -

1991 ———

		JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC
Gain or Loss	Monthly	8.6	4.2	-1.3	10.2	-0.7	-2.5	4.9					
% Change	Cumulative	8.6	6.4	3.6	5.2	4.0	2.9	3.1					

MILLIONS

N.Y.-N.J.-E.PA.-MD.
DISTRICT 2



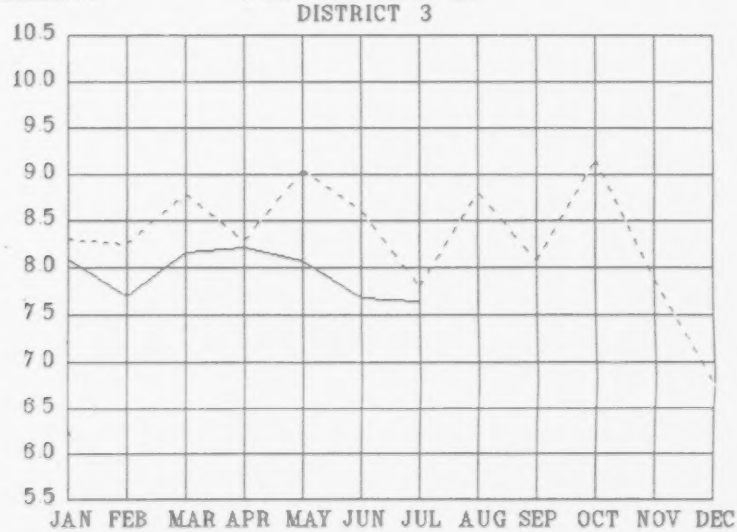
1990 - - - -

1991 _____

		JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC
Gain or Loss	Monthly	2.2	2.4	-3.5	9.8	-0.5	-0.7	0.5					
% Change	Cumulative	2.2	2.3	0.2	2.6	1.9	1.5	1.3					

MILLIONS

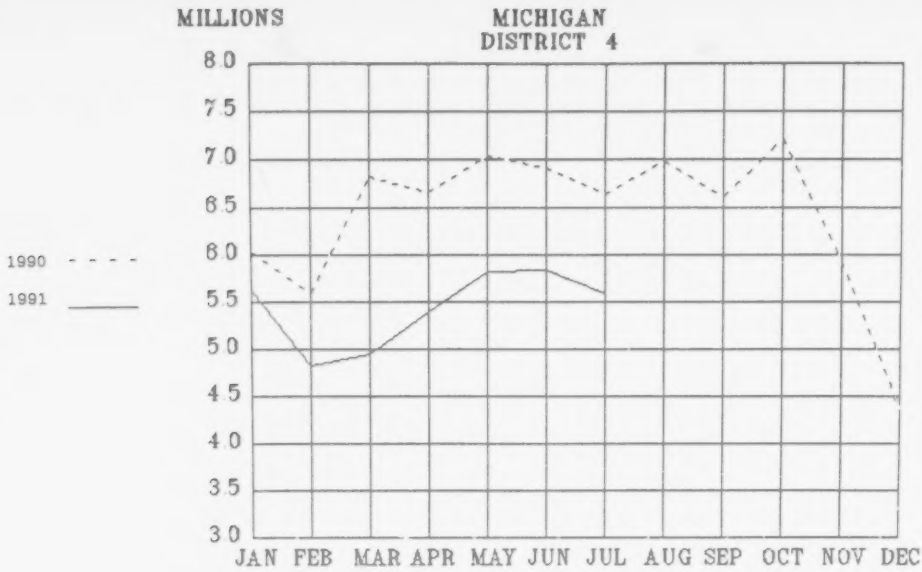
W.PA.-OHIO-IND.-KY.
DISTRICT 3



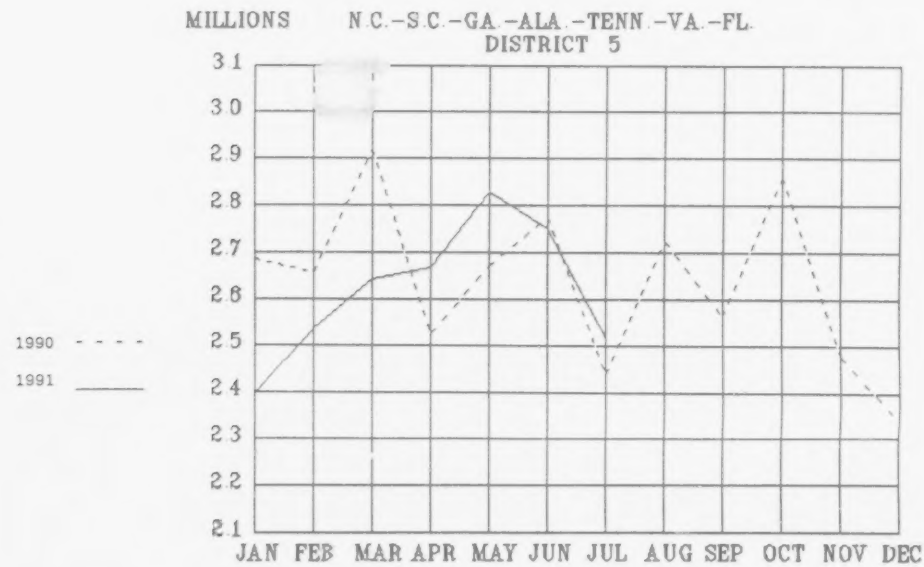
1990 - - - -

1991 _____

		JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC
Gain or Loss	Monthly	-2.6	-6.5	-7.0	-0.9	-10.8	-10.8	-2.0					
% Change	Cumulative	-2.6	-4.5	-5.4	-4.3	- 5.7	- 6.5	-5.9					



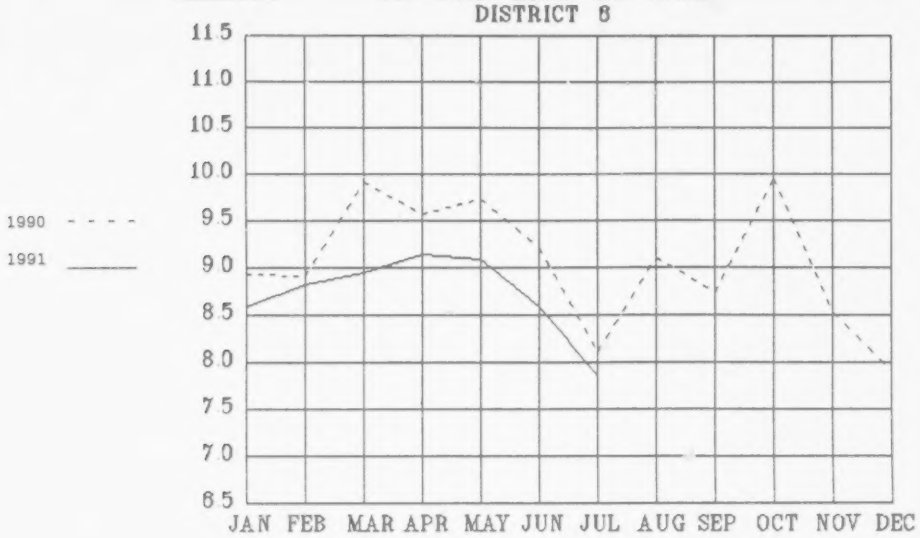
		JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC
Gain or Loss	Monthly	-6.9	-13.7	-27.4	-19.0	-17.1	-15.5	-16.0					
% Change	Cumulative	-6.9	-10.2	-16.5	-17.2	-17.2	-16.9	-16.7					



		JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC
Gain or Loss	Monthly	-10.8	-4.5	-9.4	5.6	5.9	-1.0	3.2					
% Change	Cumulative	-10.8	-7.6	-8.2	-5.0	-2.8	-2.5	-1.8					

MILLIONS

ILL.-WISC.-MINN.-MO.-IOWA
DISTRICT 6



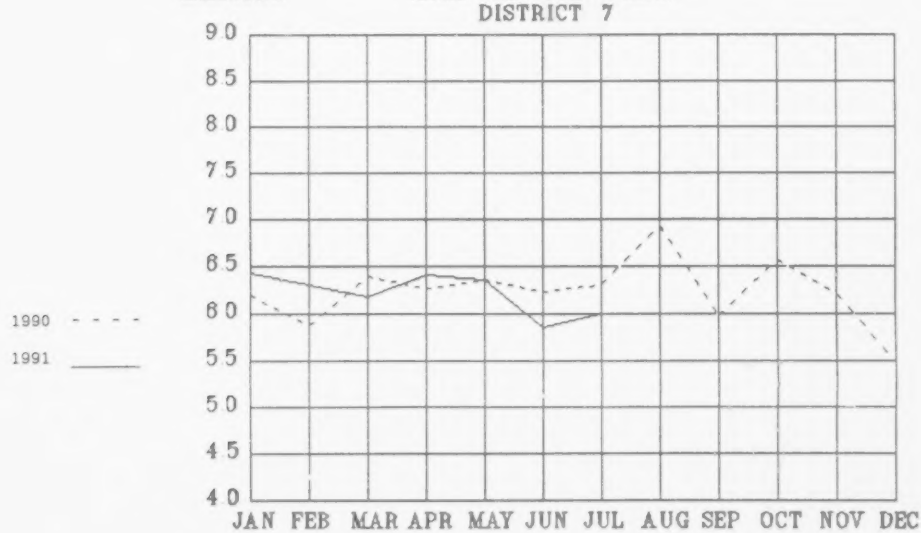
1990 - - - -

1991 _____

		JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC
Gain or Loss	Monthly	-3.8	-1.0	-9.7	-4.5	-6.5	-6.9	-3.0					
% Change	Cumulative	-3.8	-2.4	-5.0	-4.9	-5.2	-5.5	-5.2					

MILLIONS

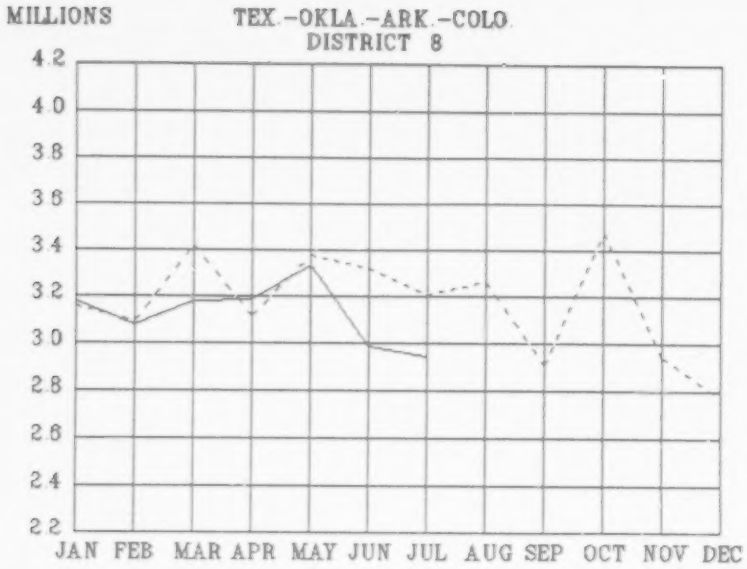
ARIZ.-CA.-ORE.-WASH.
DISTRICT 7



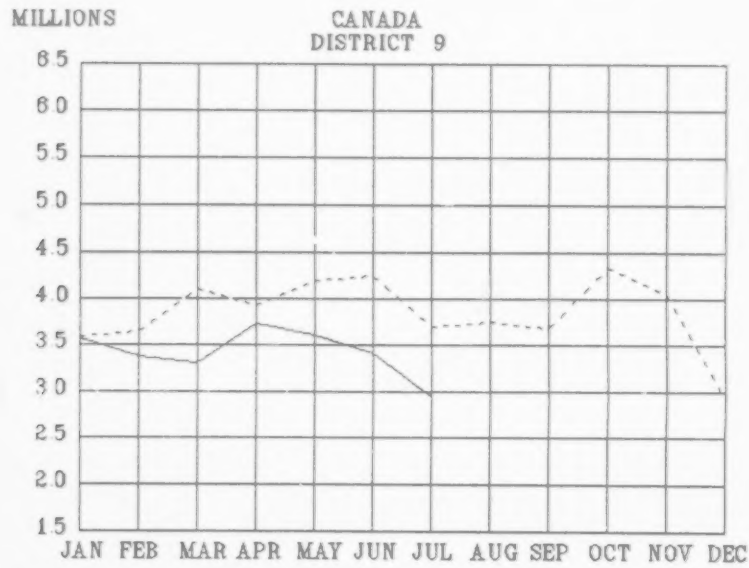
1990 - - - -

1991 _____

		JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC
Gain or Loss	Monthly	3.7	7.5	-3.5	2.4	-0.1	-6.3	-4.9					
% Change	Cumulative	3.7	5.5	2.4	2.4	1.9	0.5	-0.2					



		JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC
Gain or Loss	Monthly	0.6	-0.5	-7.0	2.2	-1.1	-10.0	-8.3					
% Change	Cumulative	0.6	0.1	-2.4	-1.3	-1.3	- 2.8	-3.5					



		JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC
Gain or Loss	Monthly	-0.4	-7.3	-19.4	-5.1	-14.2	-19.7	-20.1					
% Change	Cumulative	-0.4	-3.9	- 9.5	-8.4	- 9.6	-11.4	-12.6					

MASTER CRAFTSMEN
METAL TREATING INSTITUTE

news release

INTERNATIONAL TRADE ASSOCIATION OF COMMERCIAL HEAT TREATERS
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FOR RELEASE: IMMEDIATELY

COMMERCIAL HEAT TREATERS
1991 SALES DOWN 5.8%

For the first eight months of 1991 sales totaled $359.2 million compared to $381.1 million for the January-to-August period in 1990.

August 1991 billings for Commercial Heat Treaters were $44.9 million. This is 7.9% below August 1990 when billings reached $48.8 million. However, sales are up 6.1% from July, 1991.

All nine MTI Districts are below their August 1990 sales performance. For the year-to-date, two Districts are ahead of 1990.

A summary of percentage change by geographic regions follows:

	District	Aug 91 vs. Aug 90	Total 1991 vs. 1990
1	New England (MA-RI-CT)	- 6.4	2.0
2	Middle Atlantic (NY-NJ-E.PA-MD)	- 2.2	0.9
3	South Central (W.PA-OH-IN-KY)	- 9.4	- 6.4
4	Michigan	- 5.6	-15.3
5	Southeast (VA-WV-NC-SC-GA-AL-TN-FL)	- 2.2	- 1.8
6	North Central (IL-WI-MN-MO-IA)	- 6.2	- 5.2
7	Pacific Coast (CA-AZ-ORE-WASH)	-12.4	- 2.1
8	Southwest (TX-OK-AR-CO-LA-UT)	- 2.6	- 3.3
9	Canada	-20.8	-13.6

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ANALYSIS OF NATIONAL BILLINGS

AUGUST, 1991

BILLINGS FOR MONTH

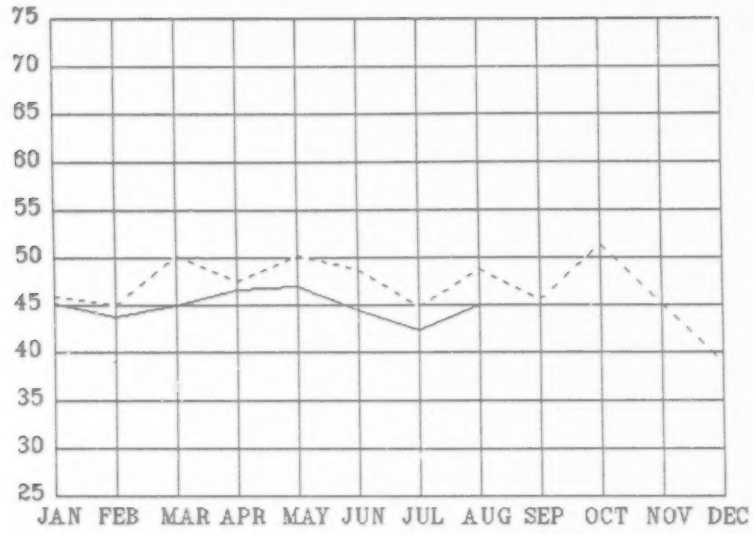
	Participating Members	Billings For Month -In Thousands-			Monthly % Of Billings	
		1990	1991	%	1990	1991
Total	213	48790.8	44943.1	- 7.9	100.0	100.0
Dist. 1	14	2762.2	2586.0	- 6.4	5.7	5.8
Dist. 2	27	4463.1	4364.7	- 2.2	9.1	9.7
Dist. 3	42	8796.8	7967.1	- 9.4	18.0	17.7
Dist. 4	25	6989.4	6597.9	- 5.6	14.3	14.7
Dist. 5	18	2723.6	2664.5	- 2.2	5.6	5.9
Dist. 6	33	9111.7	8546.9	- 6.2	18.7	19.0
Dist. 7	23	6936.8	6073.3	-12.4	14.2	13.5
Dist. 8	17	3263.1	3178.8	- 2.6	6.7	7.1
Dist. 9	14	3744.2	2963.9	-20.8	7.7	6.6
Foreign	0					

BILLINGS TO DATE

	Billings To Date -In Thousands-			To Date % Of Billings	
	1990	1991	%	1990	1991
Total	381109.4	359153.9	- 5.8	100.0	100.0
Dist. 1	22192.2	22625.2	2.0	5.8	6.3
Dist. 2	35806.3	36124.3	0.9	9.4	10.1
Dist. 3	67872.5	63540.0	- 6.4	17.8	17.7
Dist. 4	52682.9	44638.2	-15.3	13.8	12.4
Dist. 5	21394.9	21004.3	- 1.8	5.6	5.8
Dist. 6	73480.7	69690.2	- 5.2	19.3	19.4
Dist. 7	50572.8	49518.6	- 2.1	13.3	13.8
Dist. 8	25953.7	25099.0	- 3.3	6.8	7.0
Dist. 9	31153.4	26914.2	-13.6	8.2	7.5

MILLIONS

NATIONAL BILLINGS



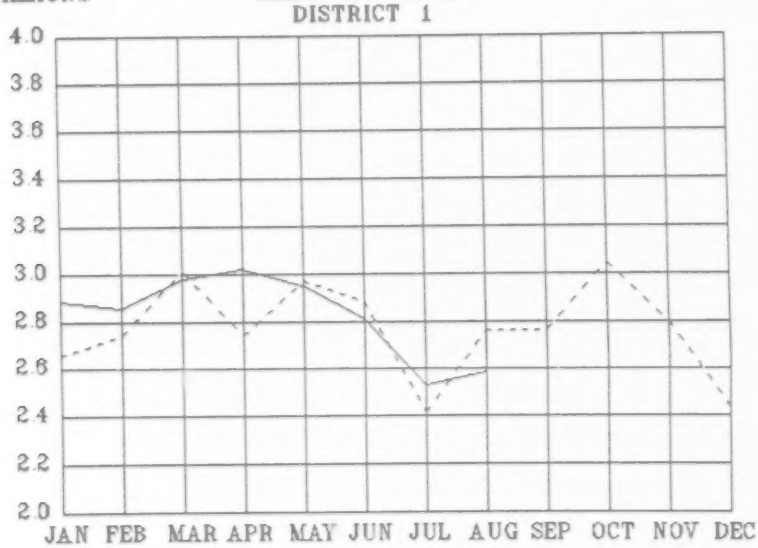
1990 - - - -

1991 _____

		JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC
Gain or Loss	Monthly	-1.5	-2.5	-10.3	-1.9	-6.6	-8.9	-5.6	-7.9				
% Change	Cumulative	-1.5	-2.0	- 5.0	-4.2	-4.7	-5.4	-5.4	-5.8				

MILLIONS

MASS.-R.I.-CONN.
DISTRICT 1



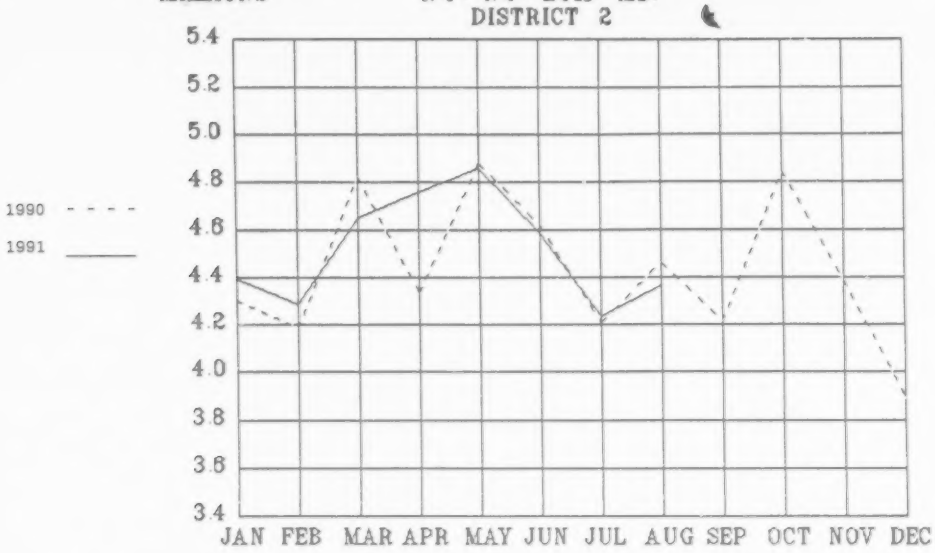
1990 - - - -

1991 _____

		JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC
Gain or Loss	Monthly	8.6	4.2	-1.3	10.2	-0.7	-2.5	4.9	-6.4				
% Change	Cumulative	8.6	6.4	3.6	5.2	4.0	2.9	3.1	2.0				

MILLIONS

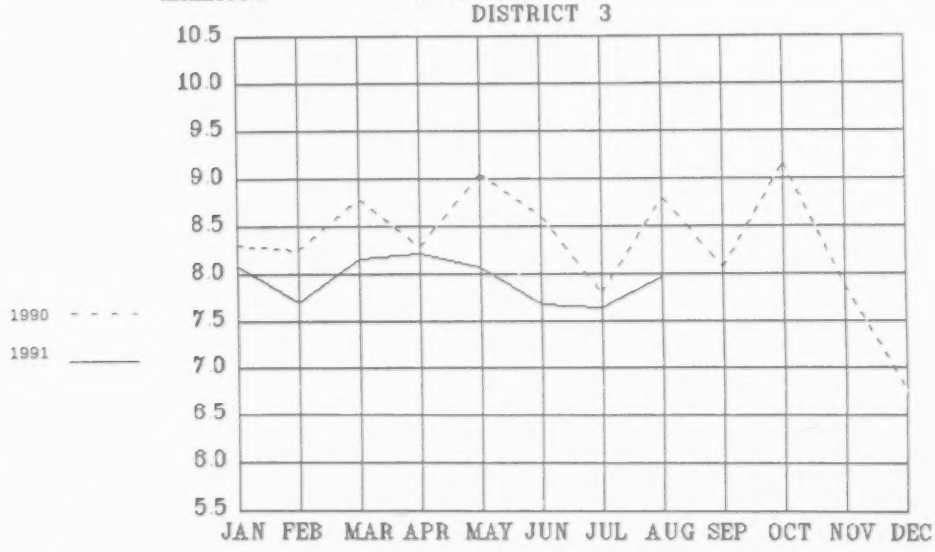
N.Y.-N.J.-E.PA.-MD.
DISTRICT 2



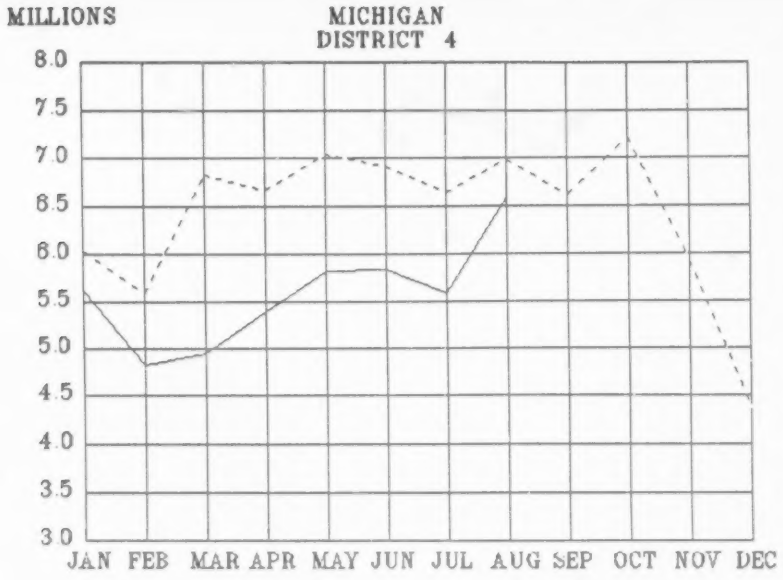
		JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC
Gain or Loss	Monthly	2.2	2.4	-3.5	9.8	-0.5	-0.7	0.5	-2.2				
% Change	Cumulative	2.2	2.3	0.2	2.6	1.9	1.5	1.3	0.9				

MILLIONS

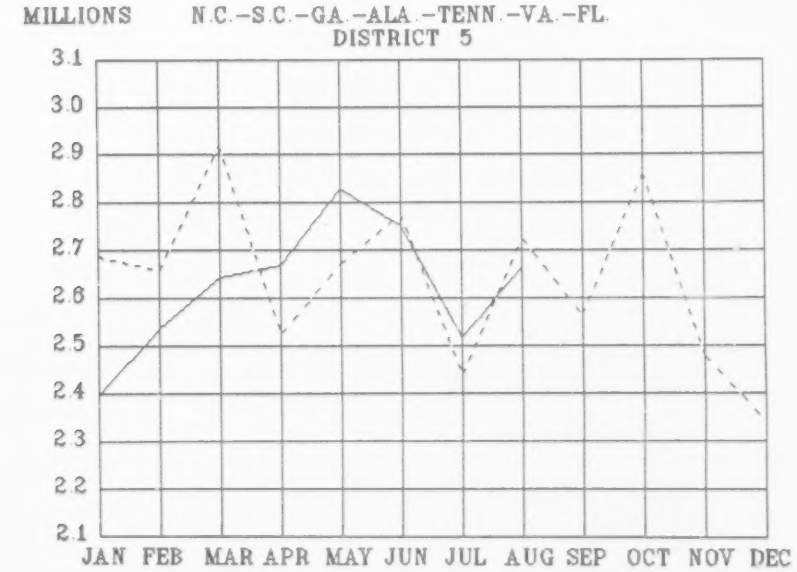
W.PA.-OHIO-IND.-KY.
DISTRICT 3



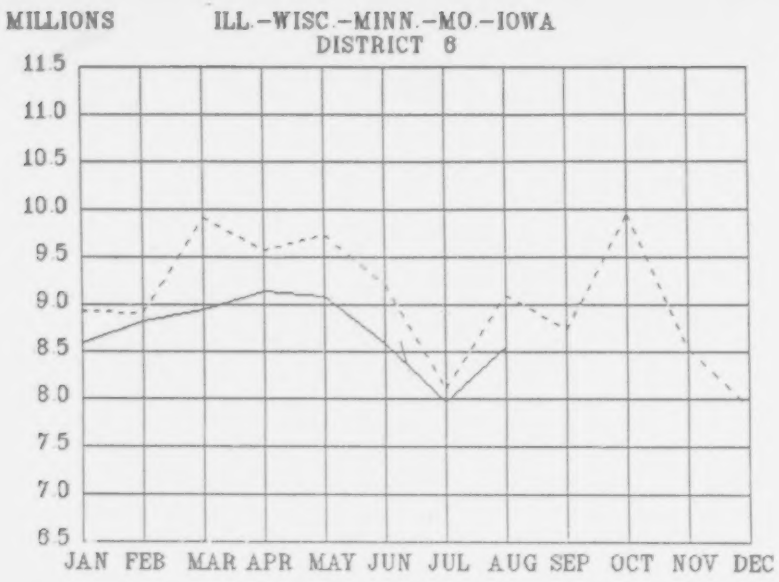
		JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC
Gain or Loss	Monthly	-2.6	-6.5	-7.0	-0.9	-10.8	-10.8	-2.0	-9.4				
% Change	Cumulative	-2.6	-4.5	-5.4	-4.3	- 5.7	- 6.5	-5.9	-6.4				



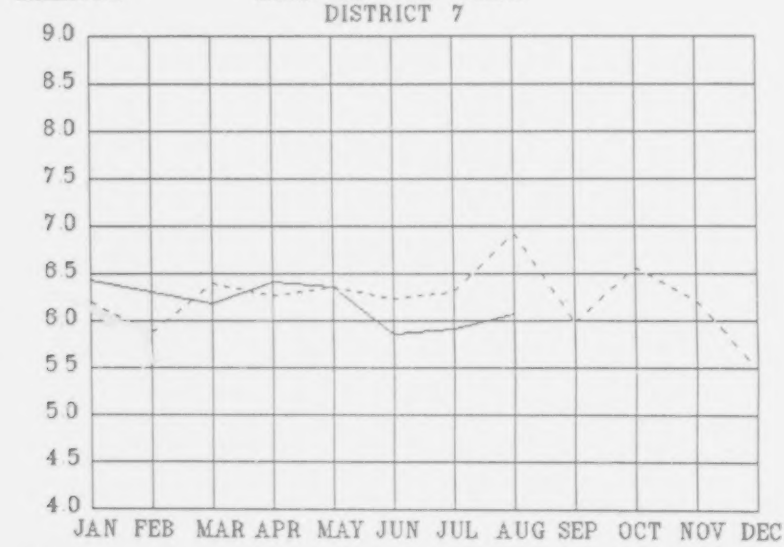
		JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC
Gain or Loss	Monthly	-6.9	-13.7	-27.4	-19.0	-17.1	-15.5	-16.0	-5.6				
% Change	Cumulative	-6.9	-10.2	-16.5	-17.2	-17.2	-16.9	-16.7	-15.3				



		JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC
Gain or Loss	Monthly	-10.8	-4.5	-9.4	5.6	5.9	-1.0	3.2	-2.2				
% Change	Cumulative	-10.8	-7.6	-8.2	-5.0	-2.8	-2.5	-1.8	-1.8				



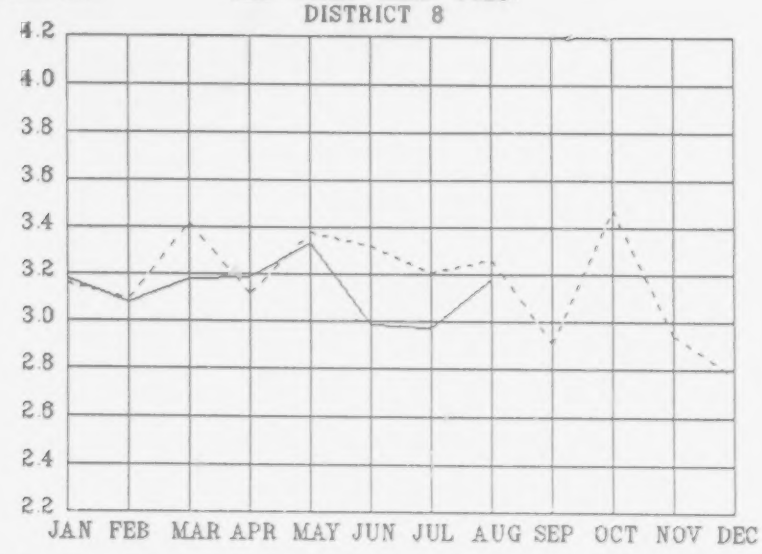
		JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC
Gain or Loss	Monthly	-3.8	-1.0	-9.7	-4.5	-6.5	-6.9	-1.8	-6.2				
% Change	Cumulative	-3.8	-2.4	-5.0	-4.9	-5.2	-5.5	-5.0	-5.2				



		JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC
Gain or Loss	Monthly	3.7	7.5	-3.5	2.4	-0.1	-6.3	-6.2	-12.4				
% Change	Cumulative	3.7	5.5	2.4	2.4	1.9	0.5	-0.4	-2.1				

MILLIONS

TEX.-OKLA.-ARK.-COLO.
DISTRICT 8



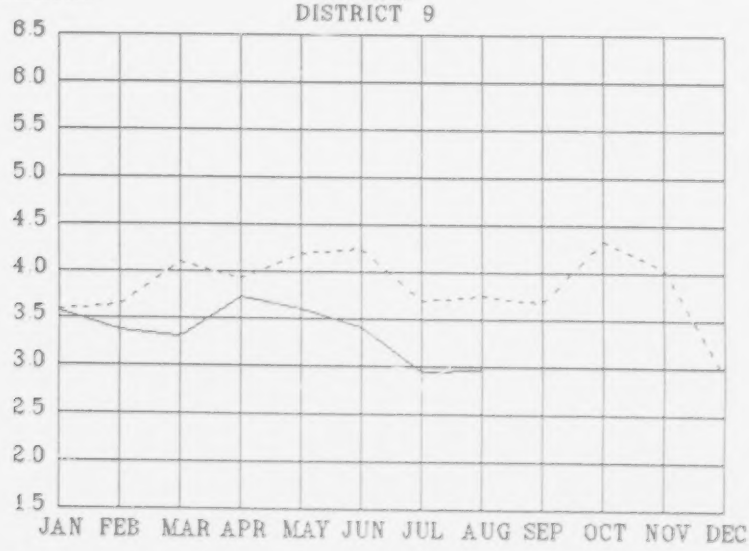
1990 - - - -

1991 ———

		JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC
Gain or Loss	Monthly	0.6	-0.5	-7.0	2.2	-1.1	-10.0	-7.3	-2.6				
% Change	Cumulative	0.6	0.1	-2.4	-1.3	-1.3	- 2.8	-3.4	-3.3				

MILLIONS

CANADA
DISTRICT 9



1990 - - - -

1991 ———

		JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC
Gain or Loss	Monthly	-0.4	-7.3	-19.4	-5.1	-14.2	-19.7	-20.1	-20.8				
% Change	Cumulative	-0.4	-3.9	- 9.5	-8.4	- 9.6	-11.4	-12.6	-13.6				

A6276-1

news release

INTERNATIONAL TRADE ASSOCIATION OF COMMERCIAL HEAT TREATERS
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FOR RELEASE: IMMEDIATELY

METAL TREATING INDUSTRY RECORDS 0.5% INCREASE IN SALES OVER SEPTEMBER 1990

Metal Treaters posted $45.7 million in sales for September 1991, 0.5% above the September 1990 figure of $45.5 million. This follows ten straight months of declines.

For the first three quarters of 1991, billings reached $405.1 million. This is off 5.1% from the same period in 1990 when billings amounted to $426.7 million.

The improved performance for September is reflected in seven of the nine MTI Districts. For the first three quarters of 1991, two Districts are above their 1990 sales.

A summary of percentage change by geographic regions follows:

	District	Sep 91 vs. Sep 90	Total 1991 vs. 1990
1	New England (MA-RI-CT)	14.3	4.5
2	Middle Atlantic (NY-NJ-E.PA-MD)	7.1	1.5
3	South Central (W.PA-OH-IN-KY)	0.4	- 5.7
4	Michigan	- 6.0	-14.5
5	Southeast (VA-WV-NC-SC-GA-AL-TN-FL)	13.3	- 0.2
6	North Central (IL-WI-MN-MO-IA)	2.3	- 4.4
7	Pacific Coast (CA-AZ-ORE-WASH)	-10.8	- 3.0
8	Southwest (TX-OK-AR-CO-LA-UT)	0.2	- 2.9
9	Canada	0.6	-12.1

METAL TREATING INSTITUTE
302 THIRD STREET, SUITE 1
NEPTUNE BEACH, FLORIDA 32266-5138
ANALYSIS OF NATIONAL BILLINGS

SEPTEMBER, 1991

BILLINGS FOR MONTH

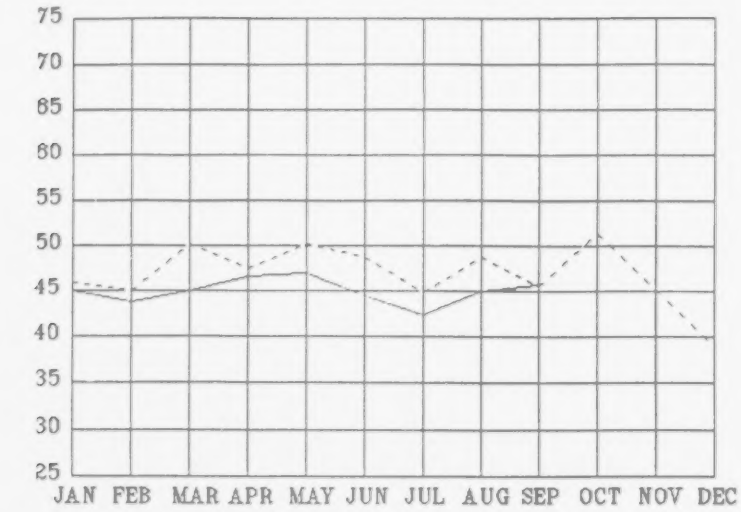
	Participating Members	Billings For Month -In Thousands-			Monthly % Of Billings	
		1990	1991	%	1990	1991
Total	213	45492.5	45720.9	0.5	100.0	100.0
Dist. 1	13	2619.9	2993.6	14.3	5.8	6.5
Dist. 2	27	4212.7	4512.1	7.1	9.3	9.9
Dist. 3	43	8208.5	8238.1	0.4	18.0	18.0
Dist. 4	25	6599.9	6203.0	- 6.0	14.5	13.6
Dist. 5	18	2562.6	2902.4	13.3	5.6	6.3
Dist. 6	33	8723.4	8925.8	2.3	19.2	19.5
Dist. 7	23	5977.8	5332.7	-10.8	13.1	11.7
Dist. 8	17	2909.5	2913.9	0.2	6.4	6.4
Dist. 9	14	3678.3	3699.3	0.6	8.1	8.1
Foreign	0					

BILLINGS TO DATE

	Billings To Date -In Thousands-			To Date % Of Billings	
	1990	1991	%	1990	1991
Total	426745.6	405054.2	- 5.1	100.0	100.0
Dist. 1	23719.1	24790.8	4.5	5.6	6.1
Dist. 2	40019.0	40636.4	1.5	9.4	10.0
Dist. 3	77317.8	72946.1	- 5.7	18.1	18.0
Dist. 4	59282.8	50670.2	-14.5	13.9	12.5
Dist. 5	23957.4	23906.7	- 0.2	5.6	5.9
Dist. 6	82204.2	78626.5	- 4.4	19.3	19.4
Dist. 7	56550.6	54851.2	- 3.0	13.3	13.5
Dist. 8	28863.2	28012.9	- 2.9	6.8	6.9
Dist. 9	34831.7	30613.5	-12.1	8.2	7.6

MILLIONS

NATIONAL BILLINGS



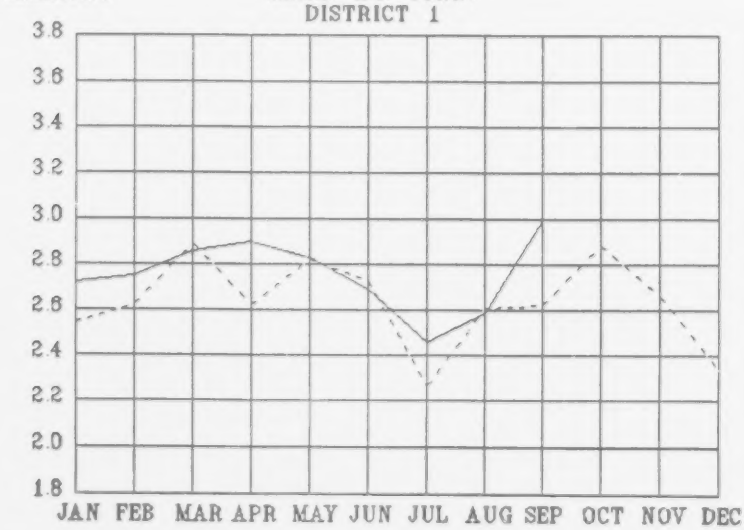
1990 - - - -

1991 ———

		JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC
Gain or Loss	Monthly	-1.8	-2.6	-10.4	-1.9	-6.6	-8.9	-5.5	-7.6	0.5			
% Change	Cumulative	-1.8	-2.2	- 5.1	-4.3	-4.8	-5.5	-5.5	-5.7	-5.1			

MILLIONS

MASS.-R.I.-CONN.
DISTRICT 1



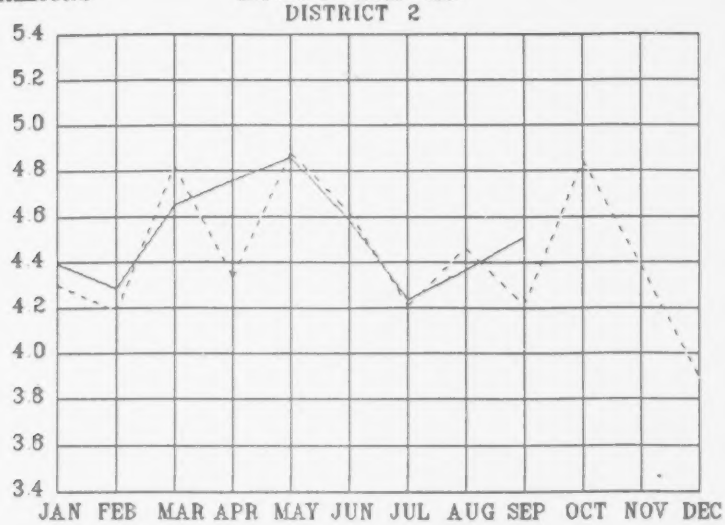
1990 - - - -

1991 ———

		JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC
Gain or Loss	Monthly	6.9	4.8	-1.1	10.8	0.3	-1.3	8.6	-0.9	14.3			
% Change	Cumulative	6.9	5.8	3.4	5.2	4.2	3.2	3.9	3.3	4.5			

MILLIONS

N.Y.-N.J.-E.PA.-MD.
DISTRICT 2



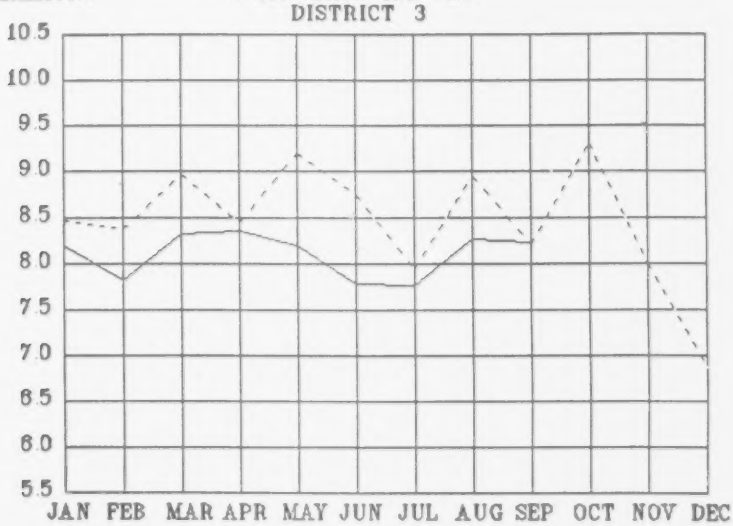
1990 - - - -

1991 ———

		JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC
Gain or Loss	Monthly	2.2	2.4	-3.5	9.8	-0.5	-0.7	0.5	-2.2	7.1			
% Change	Cumulative	2.2	2.3	0.2	2.6	1.9	1.5	1.3	0.9	1.5			

MILLIONS

W PA.-OHIO-IND.-KY.
DISTRICT 3



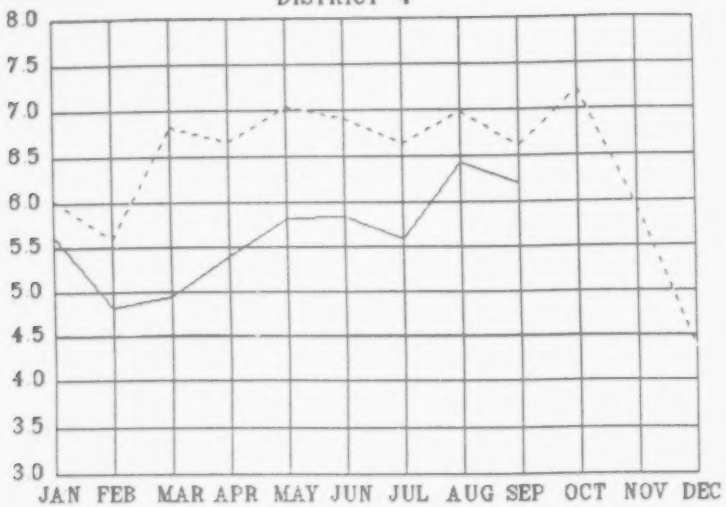
1990 - - - -

1991 ———

		JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC
Gain or Loss	Monthly	-3.2	-6.8	-7.2	-1.1	-10.8	-11.1	-2.2	-7.6	0.4			
% Change	Cumulative	-3.2	-5.0	-5.7	-4.6	- 5.9	- 6.8	-6.2	-6.4	-5.7			

MILLIONS

MICHIGAN
DISTRICT 4



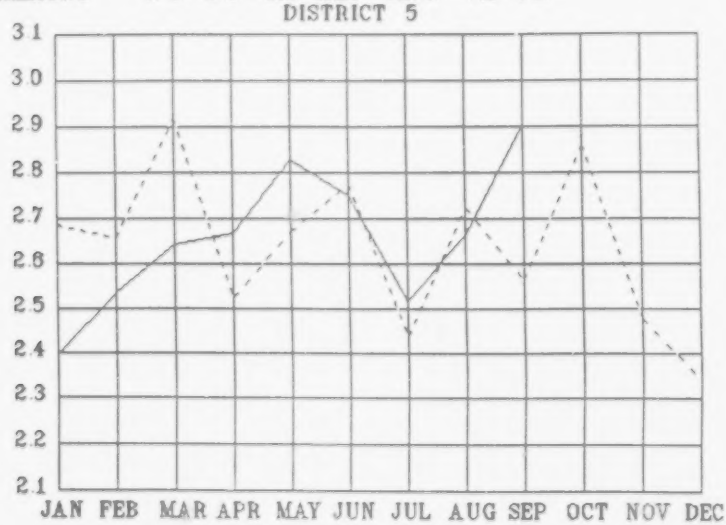
1990 - - - -

1991 ———

		JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC
Gain or Loss	Monthly	-6.9	-13.7	-27.4	-19.0	-17.1	-15.5	-16.0	-8.0	-6.0			
% Change	Cumulative	-6.9	-10.2	-16.5	-17.2	-17.2	-16.9	-16.7	-15.6	-14.5			

MILLIONS N.C.-S.C.-GA.-ALA.-TENN.-VA.-FL.

DISTRICT 5



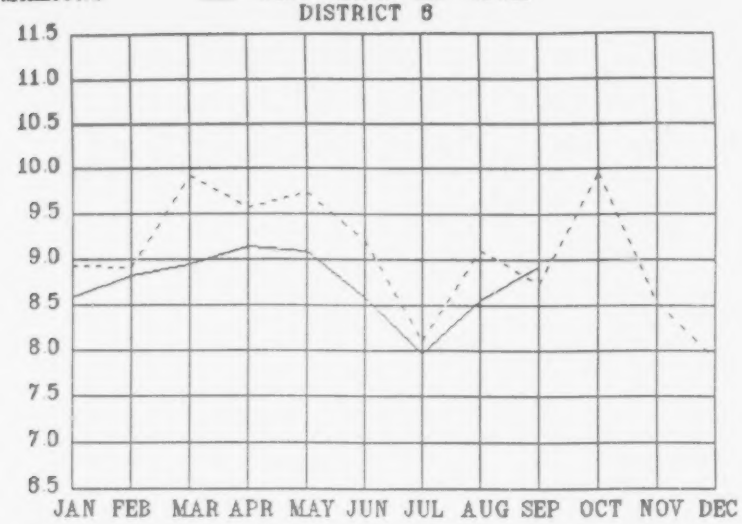
1990 - - - -

1991 ———

		JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC
Gain or Loss	Monthly	-10.8	-4.5	-9.4	5.6	5.9	-1.0	3.2	-2.2	13.3			
% Change	Cumulative	-10.8	-7.6	-8.2	-5.0	-2.8	-2.5	-1.8	-1.8	-0.2			

MILLIONS

ILL.-WISC.-MINN.-MO.-IOWA
DISTRICT 8



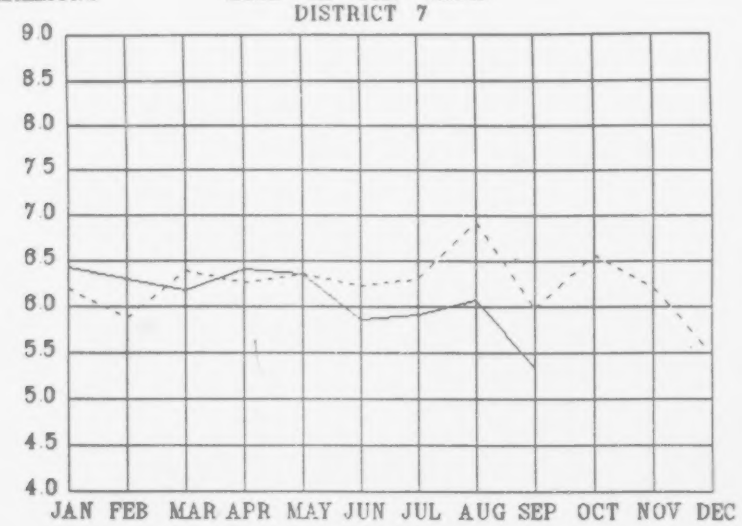
1990 - - - -

1991 ———

		JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC
Gain or Loss	Monthly	-3.8	-1.0	-9.7	-4.5	-6.5	-6.9	-1.8	-6.1	2.3			
% Change	Cumulative	-3.8	-2.4	-5.0	-4.9	-5.2	-5.5	-5.0	-5.1	-4.4			

MILLIONS

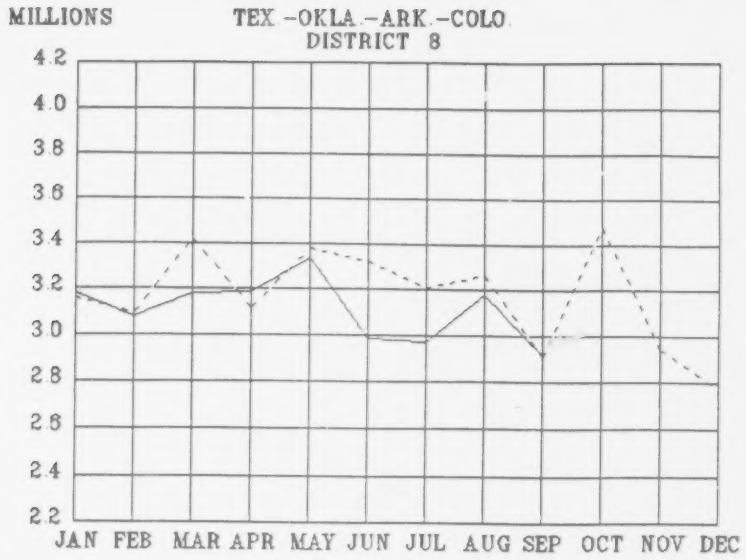
ARIZ.-CA.-ORE.-WASH.
DISTRICT 7



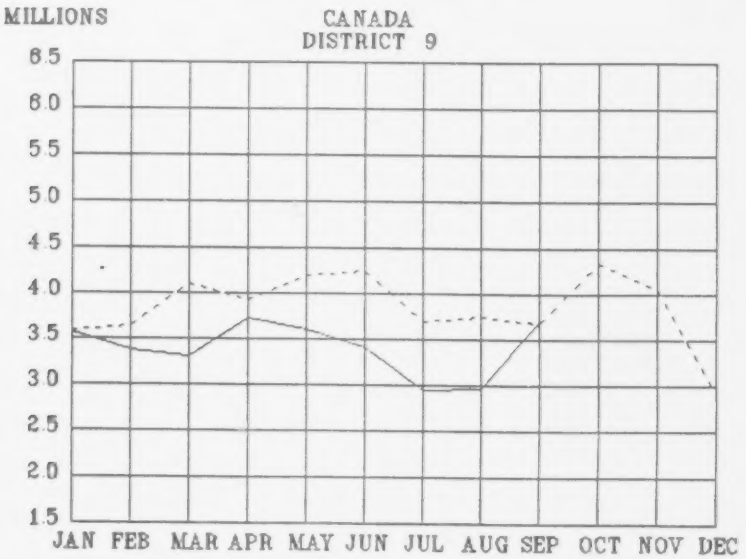
1990 - - - -

1991 ———

		JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC
Gain or Loss	Monthly	3.7	7.5	-3.5	2.4	-0.1	-6.3	-6.2	-12.4	-10.8			
% Change	Cumulative	3.7	5.5	2.4	2.4	1.9	0.5	-0.4	-2.1	-3.0			



		JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC
Gain or Loss	Monthly	0.6	-0.5	-7.0	2.2	-1.1	-10.0	-7.3	-2.6	0.2			
% Change	Cumulative	0.6	0.1	-2.4	-1.3	-1.3	- 2.8	-3.4	-3.3	-2.9			



		JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC
Gain or Loss	Monthly	-0.4	-7.3	-19.4	-5.1	-14.2	-19.8	-20.1	-20.8	0.6			
% Change	Cumulative	-0.4	-3.9	- 9.5	-8.4	- 9.6	-11.5	-12.6	-13.6	-12.1			